

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on June 20, 2024.

Fiscal Year 2025/For the 4 Months Ended May 31, 2024

### HIGHLIGHTS

**\$145K for Special Events was raised in May.** This is the highest monthly amount raised to date.

**Contributions are \$55K more than expected and \$47K more than last year.**

**Through May, Revenue from Operations is \$114K less than this time last year.** This is due to decreases in Total Events, Appeals, Major Gifts, and Government Funding compared to this time last year.

**Total revenue generated through May was \$1M. Development generated the most revenue.**

Total expenses incurred through May amounted to \$2.1M, with the highest program expenses going to Care Services at \$966K, Research at \$368K, and Education at \$91K.

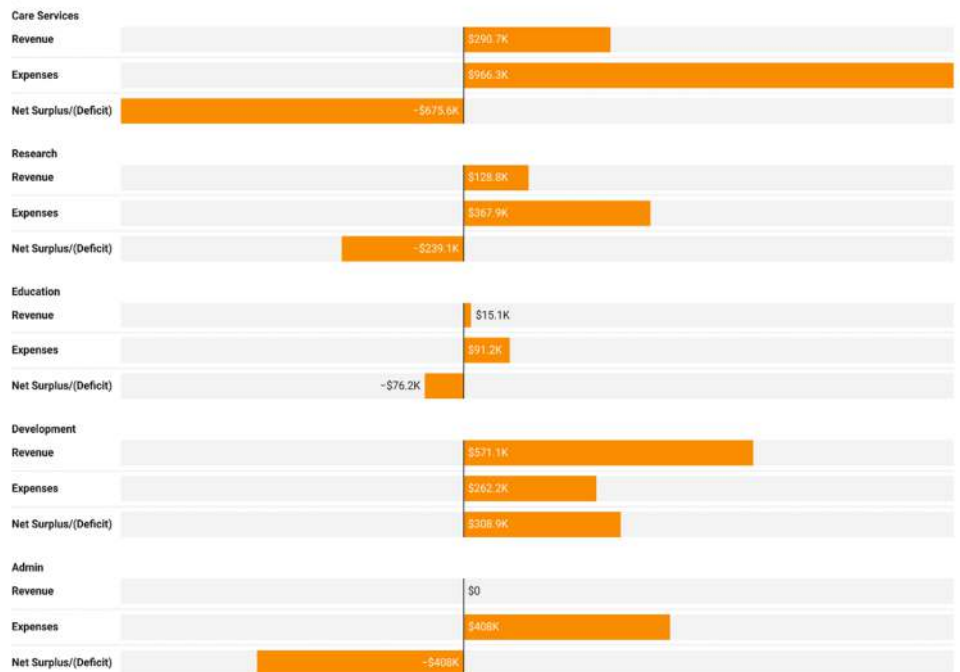


Chart: Angelo DeSantis /YPTC - Source: Financial Edge - Created with Datawrapper

### EXECUTIVE SUMMARY

Through May, there is a (\$1.1M) Net (Deficit) compared to a (\$848K) Net (Deficit) this time last year. Revenue from Operations is 11% less than this time last year. Through May, revenue from Total Annual Giving is more than this time last year due to increases in Contributions, Grants, Memorials and Tributes, and Workplace Giving. Through May, Total Expenses continue to be less than expected. In May, payments from the PA DOH Grant were received.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Grants and Other Receivables are \$523K 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 March. We began to receive payments in May.

Total Liabilities are 40% of Total Assets. Through May, there is \$64K in Board Designated Research, \$299K Research Revenue Restricted Funds, and \$104K 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 \$347K more. This is due to an increase in donations restricted to research.

The Cash and Investment balance of \$2.0M 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 \$228K less and Total Expenses are \$134K less than expected. Total Events, Appeals, Workplace Giving, Major Gifts, and Government Funding are less than expected. However, Contributions are more than expected and more than this time last year. All total program expenses are less than expected, except for Research. Donor Designated Research Payments are \$93K more than expected. Compared to the year-to-date budget, Administrative & Board expenses are \$136K less than expected.

Year to Date, Net Surplus (Deficit) is unfavorable at (\$50K) compared to the budget and an unfavorable (\$242K) compared to this time last year.

## Rolling Forecast



The significant increase in cash expected in June and July 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 Four Months ended May 31, 2024

### Year to Date Revenue Line Items Analysis

Through May, Special Events at \$230K is the top revenue line item, representing 24% of Revenue from Operations. Government Funding is 22%, Walks are 16%, and Contributions are 16% of Revenue from Operations.

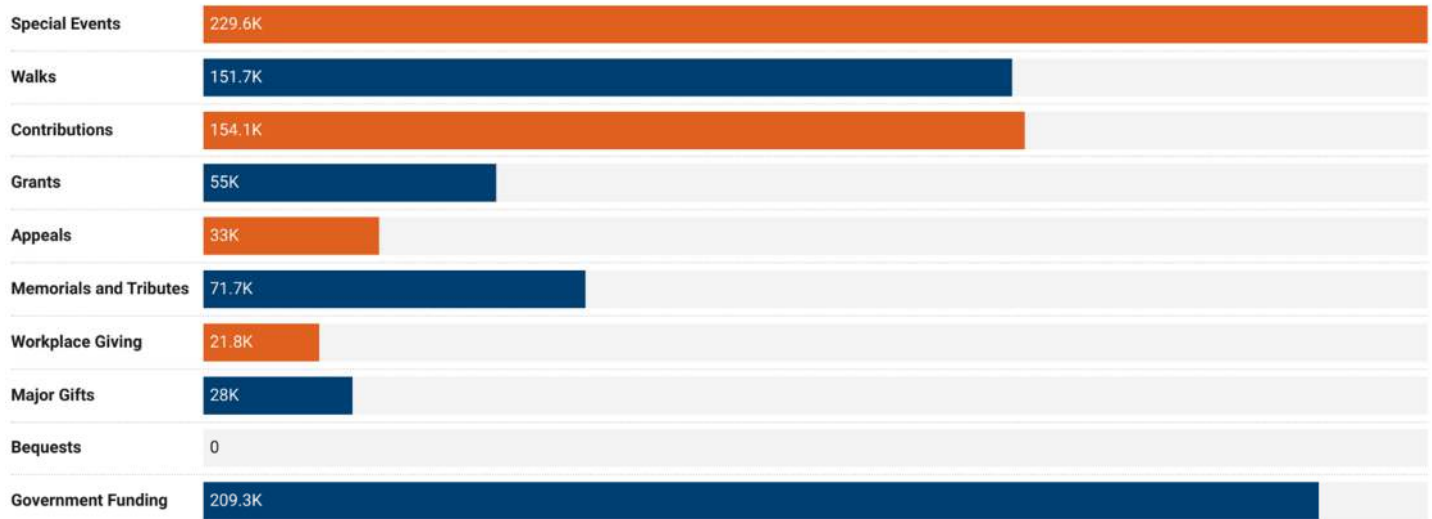


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through May, the highest total donations are from Total Events, which represents 40% of Revenue from Operations. Total Annual Giving represents 35% of Revenue from Operations.

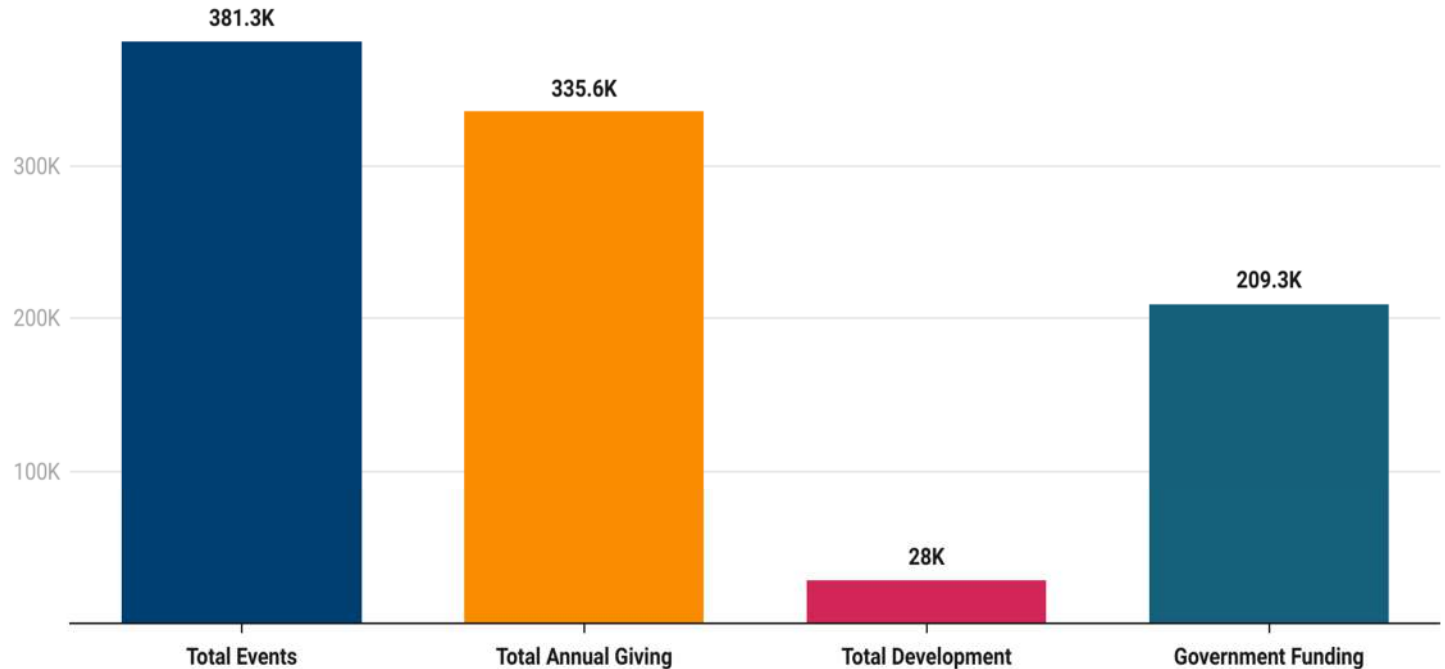


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	<b>2024</b>	<b>2023</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 555,651	\$ 92,311	\$ 463,340
Investments	1,446,373	2,278,567	(832,194)
Pledges Receivable	451,254	404,379	46,875
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	1,160,724	638,041	522,683
Prepaid Expenses	78,994	115,518	(36,524)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	200,308	150,152	50,156
Beneficial Interest in Perpetual Trust	442,571	403,704	38,867
Right of Use Asset-Office Lease	1,124,887	78,715	1,046,172
Right of Use Asset - Office Equipment Lease	17,631	29,466	(11,835)
<b>Total Assets</b>	<b>\$ 5,427,347</b>	<b>\$ 4,128,021</b>	<b>\$ 1,299,326</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 546,632	\$ 510,127	\$ 36,505
National - Revenue Sharing	-	20,808	(20,808)
National - Research (Revenue Restricted)	-	22,262	(22,262)
Research (Revenue Restricted)	299,359	-	299,359
Research (Board Designated)	63,750	120,117	(56,367)
Research (Event Restricted)	103,889	-	103,889
Right of Use Liability- Office Lease	1,126,653	75,876	1,050,777
Right of Use Liability - Office Equipment Lease	18,335	30,101	(11,766)
<b>Total Liabilities</b>	<b>2,158,617</b>	<b>779,290</b>	<b>1,379,327</b>
<b>Net Assets</b>			
Without Donor Restrictions	2,248,259	1,747,520	500,740
With Donor Restrictions	1,020,471	1,601,211	(580,740)
<b>Total Net Assets</b>	<b>3,268,730</b>	<b>3,348,730</b>	<b>(80,001)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,427,347</b>	<b>\$ 4,128,021</b>	<b>\$ 1,299,326</b>

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 229,579	\$ 281,201	\$ (51,621)	\$ 233,864	\$ (4,285)
Walks	151,685	189,291	(37,606)	164,182	(12,497)
<b>Total Events</b>	<b>381,264</b>	<b>470,492</b>	<b>(89,228)</b>	<b>398,046</b>	<b>(16,782)</b>
<b>Annual Giving</b>					
Contributions	154,140	99,039	55,101	107,431	46,709
Grants	55,000	29,919	25,081	24,500	30,500
Appeals	32,964	56,446	(23,482)	59,256	(26,292)
Memorials and Tributes	71,712	59,198	12,514	59,412	12,300
Workplace Giving	21,803	23,976	(2,173)	19,762	2,041
<b>Total Annual Giving</b>	<b>335,619</b>	<b>268,577</b>	<b>67,042</b>	<b>270,361</b>	<b>65,258</b>
<b>Development</b>					
Major Gifts	27,989	115,398	(87,408)	79,112	(51,123)
<b>Total Development</b>	<b>27,989</b>	<b>115,398</b>	<b>(87,408)</b>	<b>79,112</b>	<b>(51,123)</b>
<b>Government Funding</b>	<b>209,314</b>	<b>328,123</b>	<b>(118,809)</b>	<b>320,277</b>	<b>(110,963)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>954,186</b>	<b>1,182,589</b>	<b>(228,404)</b>	<b>1,067,795</b>	<b>(113,609)</b>
<b>Other Revenue</b>					
Unrealized (Loss) Gain	20,886	-	20,886	4,256	16,630
Interest Income	30,549	7,439	23,110	34,374	(3,825)
<b>Total Other Revenue</b>	<b>51,435</b>	<b>7,439</b>	<b>43,996</b>	<b>38,630</b>	<b>12,805</b>
<b>TOTAL REVENUE</b>	<b>1,005,620</b>	<b>1,190,028</b>	<b>(184,407)</b>	<b>1,106,424</b>	<b>(100,804)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	586,718	589,309	(2,592)	571,473	15,245
ALS Clinic Centers	97,447	115,558	(18,111)	105,044	(7,597)
Abrams Program	216,879	202,402	14,477	188,599	28,280
Other Service Expenses	65,249	37,319	27,930	104,944	(39,695)
Allocated Overhead	52,242	77,457	(25,215)	51,057	1,184
<b>Total Care Services</b>	<b>1,018,534</b>	<b>1,022,045</b>	<b>(3,511)</b>	<b>1,021,118</b>	<b>(2,584)</b>
<b>Research</b>					
Research Payments-Donor Designated	128,794	36,167	92,627	56,592	72,203
Research Payments-Event Generated	17,058	28,220	(11,162)	-	17,058
Research Coordinators	41,369	33,566	7,803	41,369	-
Other Research Expense	180,657	6,182	174,475	18,276	162,381
Allocated Overhead	38,697	57,376	(18,678)	37,820	877
<b>Total Research</b>	<b>406,575</b>	<b>161,510</b>	<b>245,066</b>	<b>154,057</b>	<b>252,519</b>
<b>Education</b>					
Education	91,229	288,849	(197,620)	218,911	(127,682)
Allocated Overhead	15,479	22,950	(7,471)	15,128	351
<b>Total Education</b>	<b>106,708</b>	<b>311,799</b>	<b>(205,091)</b>	<b>234,039</b>	<b>(127,331)</b>
<b>Development</b>					
Fundraising	214,564	246,138	(31,573)	208,396	6,168
Events	47,609	41,368	6,241	41,816	5,793
Allocated Overhead	19,349	28,688	(9,339)	18,910	439
<b>Total Development</b>	<b>281,522</b>	<b>316,194</b>	<b>(34,672)</b>	<b>269,123</b>	<b>12,400</b>
<b>Administrative &amp; Board</b>	<b>282,242</b>	<b>418,471</b>	<b>(136,229)</b>	<b>275,845</b>	<b>6,397</b>
<b>TOTAL EXPENSES</b>	<b>2,095,581</b>	<b>2,230,019</b>	<b>(134,438)</b>	<b>1,954,181</b>	<b>141,401</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (1,089,961)</b>	<b>\$ (1,039,991)</b>	<b>\$ (49,970)</b>	<b>\$ (847,756)</b>	<b>\$ (242,205)</b>

\* Revenue Sharing for the four months ended May 31, 2024 allocated across all departments is: \$0

\*\* Restricted Income:

Care Services: \$290,655

Research: \$ 128,794.28

Education: \$15,070

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Total	% of Revenue
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 229,579	22.8%
Walks	9,360	32,406	62,221	47,697	151,685	15.1%
<b>Total Events</b>	<b>13,466</b>	<b>57,038</b>	<b>118,220</b>	<b>192,540</b>	<b>381,264</b>	<b>37.9%</b>
<b>Annual Giving</b>						
Contributions	89,180	35,173	8,784	21,004	154,140	15.3%
Grants	-	20,000	15,000	20,000	55,000	5.5%
Appeals	2,288	1,807	8,698	20,171	32,964	3.3%
Memorials and Tributes	17,276	29,514	13,798	11,124	71,712	7.1%
Workplace Giving	6,594	7,058	2,559	5,592	21,803	2.2%
<b>Total Annual Giving</b>	<b>115,338</b>	<b>93,551</b>	<b>48,840</b>	<b>77,891</b>	<b>335,619</b>	<b>33.4%</b>
<b>Development</b>						
Major Gifts	11,478	2,186	675	13,651	27,989	2.8%
<b>Total Development</b>	<b>11,478</b>	<b>2,186</b>	<b>675</b>	<b>13,651</b>	<b>27,989</b>	<b>2.8%</b>
<b>Government Funding</b>	<b>66,037</b>	<b>71,312</b>	<b>71,965</b>	<b>-</b>	<b>209,314</b>	<b>20.8%</b>
<b>REVENUE FROM OPERATIONS</b>	<b>206,318</b>	<b>224,086</b>	<b>239,700</b>	<b>284,081</b>	<b>954,186</b>	<b>94.9%</b>
<b>Other Revenue</b>						
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	20,886	2.1%
Interest Income	7,900	8,723	7,243	6,683	30,549	3.0%
<b>Total Other Revenue</b>	<b>12,861</b>	<b>25,627</b>	<b>2,116</b>	<b>10,831</b>	<b>51,435</b>	<b>5.1%</b>
<b>TOTAL REVENUE</b>	<b>219,179</b>	<b>249,714</b>	<b>241,815</b>	<b>294,912</b>	<b>1,005,620</b>	<b>100.0%</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	148,681	157,162	139,123	141,751	586,718	58.3%
ALS Clinic Centers	26,866	22,589	21,556	26,436	97,447	9.7%
Abrams Program	44,697	62,795	72,025	37,362	216,879	21.6%
Other Service Expenses	19,025	10,481	18,640	17,103	65,249	6.5%
<b>Total Care Services</b>	<b>239,270</b>	<b>253,027</b>	<b>251,344</b>	<b>222,652</b>	<b>966,292</b>	<b>96.1%</b>
<b>Research</b>						
Research Payments-Donor Designated	70,310	3,621	27,786	27,077	128,794	12.8%
Research Payments-Event Generated	727	2,588	4,502	9,241	17,058	1.7%
Research Coordinators	10,342	10,342	10,342	10,342	41,369	4.1%
Other Research Expense	40,073	42,856	44,108	53,619	180,657	18.0%
<b>Total Research</b>	<b>121,452</b>	<b>59,408</b>	<b>86,739</b>	<b>100,279</b>	<b>367,878</b>	<b>36.6%</b>
<b>Education</b>						
Education	12,300	18,916	33,978	26,035	91,229	9.1%
<b>Total Education</b>	<b>12,300</b>	<b>18,916</b>	<b>33,978</b>	<b>26,035</b>	<b>91,229</b>	<b>9.1%</b>
<b>Development</b>						
Fundraising	53,261	54,577	52,195	54,532	214,564	21.3%
Events	5,805	16,965	10,913	13,927	47,609	4.7%
<b>Total Development</b>	<b>59,065</b>	<b>71,542</b>	<b>63,107</b>	<b>68,459</b>	<b>262,174</b>	<b>26.1%</b>
<b>General &amp; Administration</b>						
Salaries and Benefits	29,631	31,919	28,130	28,142	117,821	11.7%
Office Rent	861	977	14,403	14,189	30,430	3.0%
Office Expense	1,238	1,138	2,884	1,445	6,705	0.7%
Dues, Books, & Subscriptions	254	452	4	17	728	0.1%
Postage	2,041	979	-	-	3,020	0.3%
Printing & Copying	1,958	1,073	356	633	4,020	0.4%
IT & Related Expenses	42,892	36,147	26,840	26,965	132,844	13.2%
Insurance	4,764	4,764	4,831	4,281	18,640	1.9%
Telephone	1,073	1,075	1,078	1,076	4,302	0.4%
Meals & Entertainment	366	888	6,503	426	8,184	0.8%
Travel Expense	1,226	30	765	162	2,183	0.2%
Bank Charges	1,494	1,208	3,389	3,738	9,829	1.0%
Professional Fees	5,176	5,920	6,290	5,920	23,306	2.3%
Miscellaneous	16,026	2,893	10,066	(3,136)	25,848	2.6%
Depreciation	4,887	4,914	4,914	5,250	19,964	2.0%
Interest Expense	46	46	46	46	183	0.0%
<b>Total General &amp; Administration</b>	<b>113,933</b>	<b>94,423</b>	<b>110,499</b>	<b>89,154</b>	<b>408,009</b>	<b>40.6%</b>
<b>TOTAL EXPENSES</b>	<b>546,020</b>	<b>497,315</b>	<b>545,667</b>	<b>506,579</b>	<b>2,095,581</b>	<b>208.4%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(326,841)</b>	<b>\$(247,601)</b>	<b>\$(303,852)</b>	<b>\$(211,667)</b>	<b>\$(1,089,961)</b>	<b>-108.4%</b>

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**Unaudited Statements of Operations**  
**for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and four months ended May 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 four months ended May 31, 2024
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175	\$ 229,579
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	151,685
<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>381,264</b>
<b>Annual Giving</b>						
Contributions	418,874	482,917	551,885	520,844	461,013	154,140
Grants	515,916	438,297	624,375	544,550	552,750	55,000
Appeals	210,780	370,388	320,753	246,181	284,491	32,964
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	71,712
Workplace Giving	136,125	101,838	79,146	81,235	61,817	21,803
<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>335,619</b>
<b>Development</b>						
Major Gifts	710,520	687,779	509,969	548,856	685,558	27,989
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>27,989</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>954,186</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	367,500	-
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	20,886
Interest Income	57,287	10,696	2,085	52,816	101,896	30,549
<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>51,435</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>1,005,620</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	586,718
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	97,447
Abrams Program	623,034	451,952	362,259	565,071	563,598	216,879
Other Service Expenses	298,724	149,085	184,523	323,781	245,319	65,249
Allocated Overhead	320,125	252,643	211,598	212,207	153,048	52,242
<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>1,018,534</b>
<b>Research</b>						
Research Payments to NTL	200,463	398,124	218,165	322,181	28,331	-
Research Payments-Donor Designated	-	-	-	-	231,214	128,794
Research Payments-Event Generated	-	-	-	-	49,620	17,058
Research Coordinators	127,997	132,506	134,606	128,306	128,306	41,369
Other Research Expense	39,291	47,911	54,409	48,804	142,582	180,657
Allocated Overhead	159,717	224,936	188,392	195,469	113,369	38,697
<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>406,575</b>
<b>Education</b>						
Education	718,917	526,297	575,413	670,359	631,559	91,229
Allocated Overhead	94,852	74,857	62,696	62,876	45,347	15,479
<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>106,708</b>
<b>Development</b>						
Fundraising	522,262	542,522	514,182	648,866	653,491	214,564
Events	339,305	59,663	190,711	253,197	247,143	47,609
Allocated Overhead	118,565	93,571	78,370	78,595	56,684	19,349
<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>281,522</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>282,242</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>2,095,581</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>\$ (1,089,961)</b>



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

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (1,089,961)</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>	19,964
Decrease (Increase) in Pledged Receivables	(9,910)
(Increase) Decrease in Investments	563,224
(Increase) Decrease in Grant Receivables	99,467
(Increase) Decrease in Receivables - Other	60,661
Decrease (Increase) in Prepaids	33,340
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(14,550)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,124,887)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	3,945
Increase (Decrease) in Accounts Payable	21,439
Increase (Decrease) in Accrued Liabilities	(52,855)
Increase (Decrease) in Accrued - Research (Board Restricted)	(36,250)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	128,794
Increase (Decrease) in Accrued - Research (Event Restricted)	17,058
Increase (Decrease) in Right of Use Liability- Office Lease	1,126,653
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	<u>(4,007)</u>
 <b>Net Cash Provided (Used) by Operating Activities</b>	 <b><u>(257,875)</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>	
Purchase of Property & Equipment	<u>(74,768)</u>
 <b>Net Cash Provided (Used) by Investing Activities</b>	 <b><u>(74,768)</u></b>
 <b>Net Surplus/(Deficit) in Cash</b>	 <b><u>(332,643)</u></b>
 <b>Cash and Cash Equivalents Beginning</b>	 <b><u>888,294</u></b>
 <b>Cash and Cash Equivalents Ending</b>	 <b><u><u>\$ 555,651</u></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	
	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	\$ 229,579	\$ 129,719	\$ 23,990	\$ 87,236	\$ 63,389	\$ 209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$1,090,879	\$1,142,500	\$ (51,621)		
Walks	151,685	58,531	18,329	64,664	211,206	229,257	239,371	7,413	11,938	992,394	1,030,000	(37,606)		
<b>Total Events</b>	<b>381,264</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>2,083,272</b>	<b>2,172,500</b>	<b>(89,228)</b>		
<b>Annual Giving</b>														
Contributions	154,140	43,223	11,093	17,297	13,739	20,531	21,595	48,947	149,535	480,101	425,000	55,101		
Grants	55,000	48,847	202,103	6,106	213,704	73,575	61,058	20,760	18,928	700,081	675,000	25,081		
Appeals	32,964	26,992	42,763	20,864	2,905	5,016	27,146	65,396	23,471	247,518	271,000	(23,482)		
Memorials and Tributes	71,712	23,271	19,536	13,139	18,782	12,598	25,477	43,362	34,637	262,514	250,000	12,514		
Workplace Giving	21,803	5,689	4,775	6,314	5,420	5,060	4,314	9,053	10,399	72,827	75,000	(2,173)		
<b>Total Annual Giving</b>	<b>335,619</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>1,763,042</b>	<b>1,696,000</b>	<b>67,042</b>		
<b>Development</b>														
Major Gifts	27,989	52,259	1,897	29,746	8,825	73,944	453,176	113,761	150,994	912,592	1,000,000	(87,408)		
Bequests	-	204,613	-	-	-	-	45,387	-	-	250,000	250,000	-		
<b>Total Development</b>	<b>27,989</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>1,162,592</b>	<b>1,250,000</b>	<b>(87,408)</b>		
<b>Government Funding</b>	<b>209,314</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>1,464,974</b>	<b>1,583,783</b>	<b>(118,809)</b>		
<b>REVENUE FROM OPERATIONS</b>	<b>954,186</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>6,473,879</b>	<b>6,702,283</b>	<b>(228,404)</b>		
<b>Other Revenue</b>														
Unrealized (Loss) Gain	20,886	-	-	-	-	-	-	-	-	20,886	-	20,886		
Interest Income	30,549	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	45,426	22,316	23,110		
<b>Total Other Revenue</b>	<b>51,435</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>66,312</b>	<b>22,316</b>	<b>43,996</b>		
<b>TOTAL REVENUE</b>	<b>1,005,620</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>6,540,191</b>	<b>6,724,599</b>	<b>(184,407)</b>		
<b>EXPENSES</b>														
<b>Care Services</b>														
Salaries and Benefits	586,718	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	1,765,336	1,767,928	(2,592)		
ALS Clinic Centers	97,447	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	328,563	346,673	(18,111)		
Abrams Program	216,879	54,048	46,357	48,213	47,927	48,988	47,556	54,926	49,584	614,477	600,000	14,477		
Other Service Expenses	65,249	12,767	4,541	2,717	141,066	3,347	7,730	20,770	4,692	262,880	234,950	27,930		
Allocated Overhead	52,242	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	207,156	232,371	(25,215)		
<b>Total Care Services</b>	<b>1,018,534</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>3,178,411</b>	<b>3,181,922</b>	<b>(3,511)</b>		
<b>Research</b>														
Research Payments Board Discretionary	-	-	-	-	-	-	-	-	100,000	100,000	100,000	-		
Research Payments-Donor Designated	128,794	4,502	16,300	384	1,660	1,212	328	20,733	27,214	201,127	108,500	92,627		
Research Payments-Event Generated	17,058	11,523	2,088	10,360	19,586	13,571	10,612	11,474	1,916	98,189	109,350	(11,162)		
Research Coordinators	41,369	8,392	8,392	10,095	8,392	8,392	10,095	8,391	8,392	111,909	104,106	7,803		
Other Research Expense	180,657	1,429	1,843	1,850	2,172	1,760	1,470	17,611	13,909	222,701	48,226	174,475		
Allocated Overhead	38,697	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	153,449	172,127	(18,678)		
<b>Total Research</b>	<b>406,575</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>887,375</b>	<b>642,309</b>	<b>245,066</b>		
<b>Education</b>														
Education	91,229	65,072	63,860	72,324	60,190	78,457	70,409	87,471	70,854	659,864	857,484	(197,620)		
Allocated Overhead	15,479	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	61,379	68,851	(7,471)		
<b>Total Education</b>	<b>106,708</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>721,244</b>	<b>926,335</b>	<b>(205,091)</b>		
<b>Development</b>														
Fundraising	214,564	61,534	30,638	110,934	2,615	11,295	8,249	2,234	141,100	583,163	738,410	(155,247)		
Events	47,609	19,388	16,893	3,060	15,187	28,712	29,240	2,481	16,820	179,391	160,300	19,091		
Allocated Overhead	19,349	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	76,724	86,063	(9,339)		
<b>Total Development</b>	<b>281,522</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>839,278</b>	<b>984,773</b>	<b>(145,496)</b>		
<b>Administrative &amp; Board</b>	<b>282,242</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>1,119,184</b>	<b>1,255,413</b>	<b>(136,229)</b>		
<b>TOTAL EXPENSES</b>	<b>2,095,581</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>6,745,491</b>	<b>6,990,752</b>	<b>(245,262)</b>		
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(1,089,961)</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>\$(205,300)</b>	<b>\$ (266,154)</b>	<b>\$ 60,854</b>		
Cash Activity	757,318	255,348	(356,344)											
<b>Cash and Cash Equivalents Beginning</b>	<b>888,294</b>	<b>555,651</b>	<b>997,077</b>											
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 555,651</b>	<b>\$ 997,077</b>	<b>\$ 1,085,529</b>											