

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on July 24, 2024.

Fiscal Year 2025/For the 5 Months Ended June 30, 2024

HIGHLIGHTS

In June, a \$277K Bequest was received from The Estate of Judith Bennett.

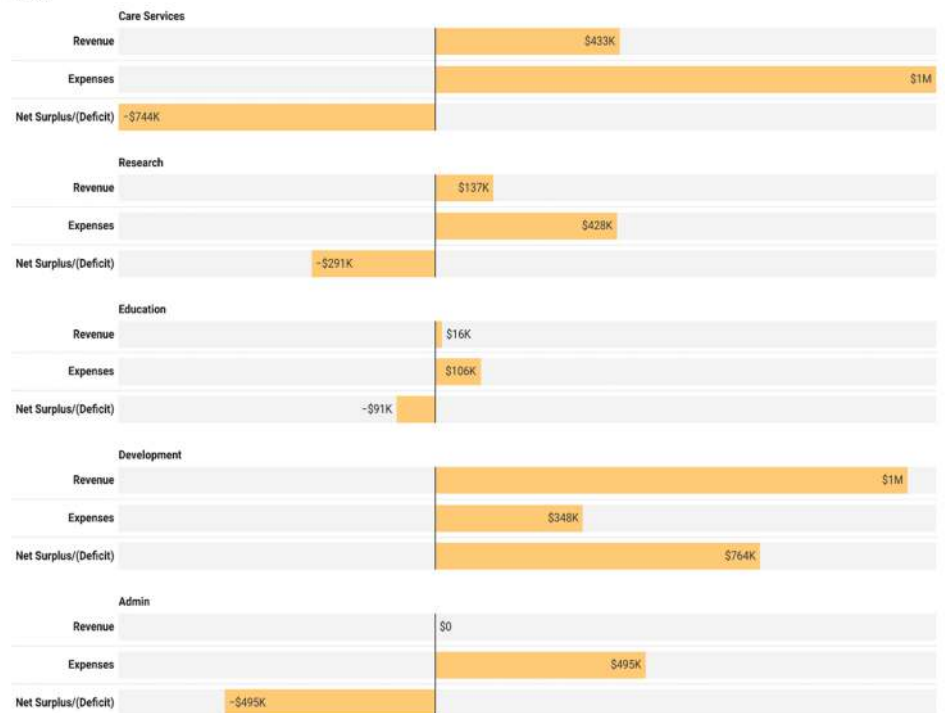
Total Annual Giving is \$87K more than expected and \$90K more than last year.

Contributions, Grants, and Appeals had a significant increase in the month of June compared to prior months.

Through June, Total Expenses are \$208K less than expected. This is due to less than expected Program and Administrative and Board Expenses.

Total revenue generated through June was \$1.7M. Development generated the most revenue.

Total expenses incurred through June amounted to \$2.6M, with the highest program expenses going to Care Services at \$1.2M, Research at \$428K, and Education at \$106K.



The expenses exclude Allocated Overhead
 Chart: Angelo DeSantis / YPTC - Source: Financial Edge - Created with Datawrapper

EXECUTIVE SUMMARY

Through June, there is a (\$858K) Net (Deficit) compared to a (\$751K) Net (Deficit) this time last year. As the year progresses, the variance of the actual and expected Net Deficit is getting smaller. Revenue from Operations is 3% less than this time last year. Through June, revenue from Total Annual Giving is more than this time last year due to increases in Contributions, Grants, and Workplace Giving. Based on the monthly trends, Contributions should continue to be more than expected as the year progresses. Through June, Total Expenses continue to be less than expected.

FINANCIAL ANALYSIS

Statements of Financial Position



Grants and Other Receivables are \$264K more than this time last year due to the outstanding PA DOH invoices. In June, we received \$614K in payments from the PA DOH, of which \$260K was paid to the Western Chapter of the ALS Association.

Total Liabilities are 35% of Total Assets. Through June, there is \$64K in Board Designated Research, \$307K Research Revenue Restricted Funds, and \$113K Research Event Restricted Funds that can be distributed to organizations that provide research for the cure of amyotrophic lateral sclerosis. Compared to this time last year the liabilities related to research is \$341K more. This is due to an increase in donations restricted to research.

The Cash and Investment balance of \$2.4M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal. The delay in receiving payments from the PA DOH and the less than expected Revenue from Operations is contributing to the Cash and Investment balance being equal to less than six months of expenses. The cash position should improve as the payments from the PA DOH are received in a timely manner.

Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$293K less and Total Expenses are \$208K less than expected. Total Events, Total Development, and Government Funding are less than expected. However, Total Annual Giving is more than expected and more than this time last year. Revenue is expected to improve as the official results from Lou Gehrig Day are made available. Total Research expenses are more than expected. This is due to the more than expected donor research designated funds received. Compared to the year-to-date budget, Administrative & Board expenses are \$181K less than expected.

Year to Date, Net Surplus (Deficit) is unfavorable at (\$37K) compared to the budget and an unfavorable (\$107K) compared to this time last year.

Rolling Forecast



Through June, FY2025 Revenue from Operations is expected to be \$6.4M compared to a forecasted \$6.7M. Total Expenses are expected to be \$369K less than forecasted. The Net Deficit is expected to be \$123K less than forecasted.

RECOMMENDATIONS AND OTHER NOTES

The FY2024 Audit should be completed in August.

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
- Statement of Operations with General & Administrative Expenses by Month
- Statements of Operations for the Past 5 Fiscal Years and YTD
- Statement of Cash Flows
- Rolling Forecast

Financial Reports Dashboard

For the Five Months ended June 30, 2024

Year to Date Revenue Line Items Analysis

Through June, Special Events at \$336K is the top revenue line item, representing 20% of Revenue from Operations. Government Funding and Bequests are 17% each, and Walks and Contributions are 12% each of Revenue from Operations.

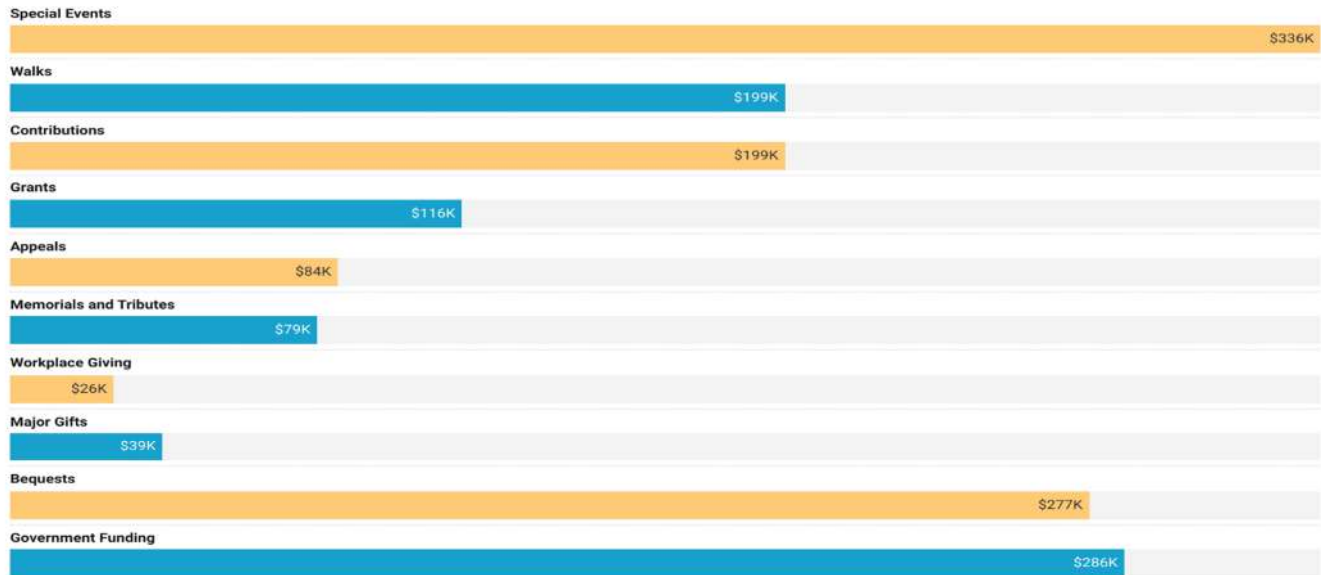


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through June, the highest total donations are from Total Events, which represents 33% of Revenue from Operations. Total Annual Giving represents 31% 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 June 30, 2024 and June 30, 2023

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 958,765	\$ 613,091	\$ 345,674
Investments	1,453,781	1,943,817	(490,037)
Pledges Receivable	451,254	388,379	62,875
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	710,596	446,137	264,459
Prepaid Expenses	86,242	93,932	(7,690)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	195,059	145,791	49,268
Beneficial Interest in Perpetual Trust	440,829	416,253	24,576
Right of Use Asset-Office Lease	1,111,957	68,876	1,043,081
Right of Use Asset - Office Equipment Lease	16,644	28,480	(11,835)
Total Assets	\$ 5,374,082	\$4,081,925	\$ 1,292,157
Liabilities			
Accounts Payable & Other Liabilities	\$ 257,539	\$ 399,502	\$ (141,963)
Research (Revenue Restricted)	307,193	-	307,193
Research (Board Designated)	63,750	142,721	(78,971)
Research (Event Restricted)	112,665	-	112,665
Right of Use Liability- Office Lease	1,114,606	64,964	1,049,642
Right of Use Liability - Office Equipment Lease	17,333	29,131	(11,798)
Total Liabilities	1,873,086	636,318	1,236,768
Net Assets			
Without Donor Restrictions	2,480,525	1,844,396	636,129
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,500,995	3,445,606	55,389
Total Liabilities and Net Assets	\$ 5,374,082	\$4,081,925	\$ 1,292,157

ALS United Mid-Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the five months ended June 30, 2024 and June 30, 2023

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 335,987	\$ 410,919	\$ (74,932)	\$ 341,746	\$ (5,759)
Walks	198,613	247,822	(49,209)	214,949	(16,336)
Total Events	534,600	658,742	(124,141)	556,695	(22,095)
Annual Giving					
Contributions	198,660	142,262	56,398	154,317	44,343
Grants	115,850	78,765	37,085	64,500	51,350
Appeals	83,947	83,438	509	87,592	(3,645)
Memorials and Tributes	78,704	82,468	(3,764)	82,767	(4,062)
Workplace Giving	26,457	29,665	(3,208)	24,450	2,006
Total Annual Giving	503,618	416,598	87,020	413,625	89,992
Development					
Major Gifts	39,015	167,657	(128,641)	114,938	(75,923)
Bequests	276,672	204,613	72,059	130,000	146,672
Total Development	315,687	372,270	(56,583)	244,938	70,749
Government Funding	285,719	485,306	(199,586)	473,701	(187,982)
REVENUE FROM OPERATIONS	1,639,625	1,932,915	(293,291)	1,688,960	(49,335)
Other Revenue					
Unrealized (Loss) Gain	20,331	-	20,331	22,879	(2,548)
Interest Income	36,797	9,298	27,498	43,552	(6,756)
Total Other Revenue	57,128	9,298	47,830	66,431	(9,303)
TOTAL REVENUE	1,696,753	1,942,214	(245,461)	1,755,391	(58,638)
EXPENSES					
Care Services					
Salaries and Benefits	704,924	736,637	(31,713)	711,372	(6,448)
ALS Clinic Centers	122,331	144,447	(22,116)	127,330	(4,999)
Abrams Program	269,948	256,450	13,498	228,782	41,166
Other Service Expenses	80,558	50,086	30,472	121,111	(40,552)
Allocated Overhead	63,386	96,821	(33,435)	69,117	(5,730)
Total Care Services	1,241,147	1,284,442	(43,294)	1,257,711	(16,564)
Research					
Research Payments-Donor Designated	136,628	40,669	95,960	80,101	56,527
Research Payments-Event Generated	25,834	39,743	(13,909)	14,390	11,444
Research Coordinators	51,711	41,958	9,753	51,711	0.0100
Other Research Expense	213,393	251,758	(38,365)	22,502	190,891
Allocated Overhead	46,953	71,719	(24,767)	51,197	(4,245)
Total Research	474,519	445,847	28,672	219,901	254,618
Education					
Education	106,478	109,773	(3,295)	270,271	(163,794)
Allocated Overhead	18,781	28,688	(9,907)	20,479	(1,698)
Total Education	125,259	138,461	(13,202)	290,750	(165,491)
Development					
Fundraising	260,638	276,775	(16,137)	256,056	4,582
Events	86,956	58,261	28,695	82,842	4,114
Allocated Overhead	23,476	35,860	(12,383)	25,599	(2,122)
Total Development	371,070	370,896	174	364,497	6,573
Administrative & Board	342,452	523,089	(180,637)	373,411	(30,959)
TOTAL EXPENSES	2,554,448	2,762,734	(208,286)	2,506,271	48,177
NET SURPLUS/(DEFICIT)	\$ (857,695)	\$ (820,521)	\$ (37,175)	\$ (750,880)	\$ (106,815)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Total	% of Total Revenue
REVENUE							
Events							
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 106,408	\$ 335,987	19.8%
Walks	9,360	32,406	62,221	57,697	36,929	198,613	11.7%
Total Events	13,466	57,038	118,220	202,540	143,337	534,600	31.5%
Annual Giving							
Contributions	89,180	35,173	8,784	21,004	44,520	198,660	11.7%
Grants	-	20,000	15,000	10,000	70,850	115,850	6.8%
Appeals	2,288	1,807	8,698	20,171	50,983	83,947	4.9%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	78,704	4.6%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	26,457	1.6%
Total Annual Giving	115,338	93,551	48,840	67,891	177,999	503,618	29.7%
Development							
Major Gifts	11,478	2,186	675	13,651	11,026	39,015	2.3%
Bequests	-	-	-	-	276,672	276,672	16.3%
Total Development	11,478	2,186	675	13,651	287,698	315,687	18.6%
Government Funding	66,037	71,312	71,965	76,406	-	285,719	16.8%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	609,033	1,639,625	96.6%
Other Revenue							
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	(555)	20,331	1.2%
Interest Income	7,900	8,723	7,243	6,683	6,248	36,797	2.2%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	57,128	3.4%
TOTAL REVENUE	219,179	249,714	241,815	371,318	614,727	1,696,753	100.0%
EXPENSES							
Care Services							
Salaries and Benefits	148,681	157,162	139,123	142,351	117,606	704,924	41.5%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	122,331	7.2%
Abrams Program	44,697	62,795	72,129	53,206	37,121	269,948	15.9%
Other Service Expenses	19,025	10,481	18,640	17,103	15,309	80,558	4.7%
Total Care Services	239,614	253,420	251,448	240,178	193,100	1,177,761	69.4%
Research							
Research Payments-Donor Designated	70,310	3,621	27,786	27,077	7,834	136,628	8.1%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	25,834	1.5%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	51,711	3.0%
Other Research Expense	40,073	42,856	44,108	53,627	32,729	213,393	12.6%
Total Research	121,452	59,408	86,739	100,287	59,681	427,567	25.2%
Education							
Education	12,300	18,916	33,978	27,100	14,184	106,478	6.3%
Total Education							
Development							
Fundraising	53,261	54,577	52,195	54,962	45,643	260,638	15.4%
Events	5,805	16,965	10,913	14,122	39,152	86,956	5.1%
Total Development	59,065	71,542	63,107	69,084	84,795	347,594	20.5%
General & Administration							
Salaries and Benefits	29,631	31,919	28,130	28,433	24,340	142,452	8.4%
Office Rent	861	977	14,403	14,189	15,302	45,733	2.7%
Office Expense	1,238	1,138	2,884	1,445	1,346	8,051	0.5%
Dues, Books, & Subscriptions	254	452	4	17	-	728	0.0%
Postage	2,041	979	-	-	2,151	5,171	0.3%
Printing & Copying	1,958	1,073	356	633	619	4,640	0.3%
IT & Related Expenses	42,892	36,147	26,840	26,965	18,995	151,839	8.9%
Insurance	4,764	4,764	4,831	4,281	4,281	22,921	1.4%
Telephone	1,073	1,075	1,078	1,076	1,984	6,286	0.4%
Meals & Entertainment	366	888	6,503	746	-	8,504	0.5%
Travel Expense	1,226	30	765	162	155	2,338	0.1%
Bank Charges	1,494	1,208	3,389	3,738	3,306	13,135	0.8%
Professional Fees	5,176	5,920	6,290	5,920	7,863	31,169	1.8%
Miscellaneous	16,026	2,893	10,132	(3,135)	723	26,639	1.6%
Depreciation	4,887	4,914	4,914	5,250	5,250	25,214	1.5%
Interest Expense	46	46	46	46	46	228	0.0%
Total General & Administration	113,933	94,423	110,565	89,767	86,360	495,048	29.2%
TOTAL EXPENSES	546,365	497,708	545,838	526,416	438,121	2,554,448	150.5%
NET SURPLUS/(DEFICIT)	\$(327,186)	\$(247,994)	\$(304,022)	\$(155,099)	\$176,606	\$(857,695)	-50.5%

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 five months ended June 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 five months ended June 30, 2024
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 335,987
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	198,613
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	534,600
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	198,660
Grants	515,916	438,297	624,375	544,550	552,750	115,850
Appeals	210,780	370,388	320,753	246,181	284,491	83,947
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	78,704
Workplace Giving	136,125	101,838	79,146	81,235	61,817	26,457
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	503,618
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	39,015
Bequests	197,355	394,903	151,541	25,591	158,836	276,672
Total Development	907,875	1,082,681	661,510	574,447	844,394	315,687
Government Funding	582,070	817,437	1,322,570	1,621,492	1,545,911	285,719
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,844,826	1,639,625
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	-
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	20,331
Interest Income	57,287	10,696	2,085	52,816	101,896	36,797
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	57,128
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,356,439	1,696,753
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	704,924
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	122,331
Abrams Program	623,034	451,952	362,259	565,071	563,598	269,948
Other Service Expenses	298,724	149,085	184,523	323,781	245,319	80,558
Allocated Overhead	320,125	252,643	211,598	212,207	153,048	63,386
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	3,032,792	1,241,147
Research						
Research Payments to NTL	200,463	398,124	218,165	322,181	28,331	-
Research Payments-Donor Designated	-	-	-	-	231,214	136,628
Research Payments-Event Generated	-	-	-	-	49,620	25,834
Research Coordinators	127,997	132,506	134,606	128,306	128,306	51,711
Other Research Expense	39,291	47,911	54,409	48,804	142,582	213,393
Allocated Overhead	159,717	224,936	188,392	195,469	113,369	46,953
Total Research	527,468	803,477	595,572	694,759	693,422	474,519
Education						
Education	718,917	526,297	575,413	670,359	631,559	106,478
Allocated Overhead	94,852	74,857	62,696	62,876	45,347	18,781
Total Education	813,769	601,154	638,108	733,235	676,906	125,259
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	260,638
Events	339,305	59,663	190,711	253,197	247,143	86,956
Allocated Overhead	118,565	93,571	78,370	78,595	56,684	23,476
Total Development	980,132	695,756	783,262	980,659	957,318	371,070
Administrative & Board	914,567	721,778	604,516	999,740	826,859	342,452
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	6,187,297	2,554,448
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 169,141	\$ (857,695)

ALS United Mid-Atlantic
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Unaudited Statement of Cash Flows
for the five months ended June 30, 2024

Net Surplus/(Deficit) for Period	\$ (857,695)
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash Provided (Used) by Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	25,214
Decrease (Increase) in Pledged Receivables	(9,910)
(Increase) Decrease in Investments	555,815
(Increase) Decrease in Grant Receivables	377,968
(Increase) Decrease in Receivables - Other	232,288
Decrease (Increase) in Prepaids	26,092
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(12,808)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,111,957)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	4,931
Increase (Decrease) in Accounts Payable	(233,736)
Increase (Decrease) in Accrued Liabilities	(86,772)
Increase (Decrease) in Accrued - Research (Board Restricted)	(36,250)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	136,628
Increase (Decrease) in Accrued - Research (Event Restricted)	25,834
Right of Use Liability- Office Lease	1,114,606
 Net Cash Provided (Used) by Operating Activities	 <u>150,248</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(74,768)
Right of Use Liability- Office Equipment Lease	(5,009)
 Net Cash Provided (Used) by Investing Activities	 <u>(79,777)</u>
 Net Surplus/(Deficit) in Cash	 <u>70,471</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u>\$ 958,765</u>

ALS United Mid-Atlantic
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Unaudited Rolling Forecast
for the twelve months ending January 31, 2025

	Actual YTD								Forecast		Annual
	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events											
Special Events	\$ 335,987	\$ 23,990	\$ 87,236	\$ 63,389	\$209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$ 1,067,568	\$ 1,142,500	\$ (74,932)
Walks	198,613	18,329	64,664	211,206	229,257	239,371	7,413	11,938	980,791	1,030,000	(49,209)
Total Events	534,600	42,319	151,900	274,595	438,917	497,633	48,511	59,883	2,048,359	2,172,500	(124,141)
Annual Giving											
Contributions	198,660	11,093	17,297	13,739	20,531	21,595	48,947	149,535	481,398	425,000	56,398
Grants	115,850	202,103	6,106	213,704	73,575	61,058	20,760	18,928	712,085	675,000	37,085
Appeals	83,947	42,763	20,864	2,905	5,016	27,146	65,396	23,471	271,509	271,000	509
Memorials and Tributes	78,704	19,536	13,139	18,782	12,598	25,477	43,362	34,637	246,236	250,000	(3,764)
Workplace Giving	26,457	4,775	6,314	5,420	5,060	4,314	9,053	10,399	71,792	75,000	(3,208)
Total Annual Giving	503,618	280,271	63,720	254,551	116,780	139,591	187,519	236,971	1,783,020	1,696,000	87,020
Development											
Major Gifts	39,015	1,897	29,746	8,825	73,944	453,176	113,761	150,994	871,359	1,000,000	(128,641)
Bequests	276,672	-	-	-	-	45,387	-	-	322,059	250,000	72,059
Total Development	315,687	1,897	29,746	8,825	73,944	498,562	113,761	150,994	1,193,417	1,250,000	(56,583)
Government Funding	285,719	636,813	51,535	66,903	114,829	64,334	65,999	98,063	1,384,196	1,583,783	(199,586)
REVENUE FROM OPERATIONS	1,639,625	961,300	296,901	604,874	744,471	1,200,121	415,790	545,910	6,408,992	6,702,283	(293,291)
Other Revenue											
Unrealized (Loss) Gain	20,331	-	-	-	-	-	-	-	20,331	-	20,331
Interest Income	36,797	1,860	1,860	1,860	1,860	1,860	1,860	1,860	49,814	22,316	27,498
Total Other Revenue	57,128	1,860	1,860	1,860	1,860	1,860	1,860	1,860	70,146	22,316	47,830
TOTAL REVENUE	1,696,753	963,160	298,761	606,733	746,330	1,201,980	417,650	547,770	6,479,138	6,724,599	(245,461)
EXPENSES											
Care Services											
Salaries and Benefits	704,924	147,327	147,327	147,327	147,327	147,327	147,327	147,327	1,736,215	1,767,928	(31,713)
ALS Clinic Centers	122,331	28,889	28,889	28,889	28,889	28,889	28,889	28,889	324,557	346,673	(22,116)
Abrams Program	269,948	46,357	48,213	47,927	48,988	47,556	54,926	49,584	613,498	600,000	13,498
Other Service Expenses	80,558	4,541	2,717	141,066	3,347	7,730	20,770	4,692	265,422	234,950	30,472
Allocated Overhead	63,386	19,364	19,364	19,364	19,364	19,364	19,364	19,364	198,936	232,371	(33,435)
Total Care Services	1,241,147	246,479	246,511	384,574	247,916	250,867	271,277	249,857	3,138,628	3,181,922	(43,294)
Research											
Research Payments Board Discretionary	-	-	-	-	-	-	-	100,000	100,000	100,000	-
Research Payments-Donor Designated	136,628	16,300	384	1,660	1,212	328	20,733	27,214	204,460	108,500	95,960
Research Payments-Event Generated	25,834	2,088	10,360	19,586	13,571	10,612	11,474	1,916	95,441	109,350	(13,909)
Research Coordinators	51,711	8,392	10,095	8,392	8,392	10,095	8,391	8,392	113,859	104,106	9,753
Other Research Expense	213,393	50,352	50,352	50,352	50,352	50,352	50,352	50,352	565,855	604,220	(38,365)
Allocated Overhead	46,953	14,344	14,344	14,344	14,344	14,344	14,344	14,344	147,360	172,127	(24,767)
Total Research	474,519	91,475	85,535	94,333	87,870	85,732	105,294	202,217	1,226,975	1,198,303	28,672
Education											
Education	106,478	25,124	25,124	25,124	25,124	25,124	25,124	25,124	282,347	301,490	(19,143)
Allocated Overhead	18,781	5,738	5,738	5,738	5,738	5,738	5,738	5,738	58,944	68,851	(9,907)
Total Education	125,259	30,862	30,862	30,862	30,862	30,862	30,862	30,862	341,291	370,341	(29,050)
Development											
Fundraising	260,638	30,638	110,934	2,615	11,295	8,249	2,234	141,100	567,702	738,410	(170,708)
Events	86,956	16,893	3,060	15,187	28,712	29,240	2,481	16,820	199,350	160,300	39,050
Allocated Overhead	23,476	7,172	7,172	7,172	7,172	7,172	7,172	7,172	73,680	86,063	(12,383)
Total Development	371,070	54,702	121,166	24,974	47,179	44,661	11,887	165,092	840,731	984,773	(144,042)
Administrative & Board	342,452	104,618	104,618	104,618	104,618	104,618	104,618	104,618	1,074,776	1,255,413	(180,637)
TOTAL EXPENSES	2,554,448	528,136	588,692	639,360	518,444	516,739	523,937	752,646	6,622,402	6,990,752	(368,351)
NET SURPLUS/(DEFICIT)	\$ (857,695)	\$ 435,024	\$(289,931)	\$(32,627)	\$227,886	\$ 685,241	\$(106,287)	\$(204,876)	\$ (143,264)	\$ (266,154)	\$122,890
Cash Activity	928,166	(9,483)	(320,194)	(9,483)	29,806	(609,483)	29,806	29,806			
Cash and Cash Equivalents Beginning	888,294	958,765	1,384,307	774,182	732,072	989,765	1,065,523	989,042			
Cash and Cash Equivalents Ending	\$ 958,765	\$ 1,384,307	\$ 774,182	\$732,072	\$989,765	\$ 1,065,523	\$ 989,042	\$ 813,972			