

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on August 21, 2024.

Fiscal Year 2025/For the 6 Months Ended July 31, 2024

HIGHLIGHTS

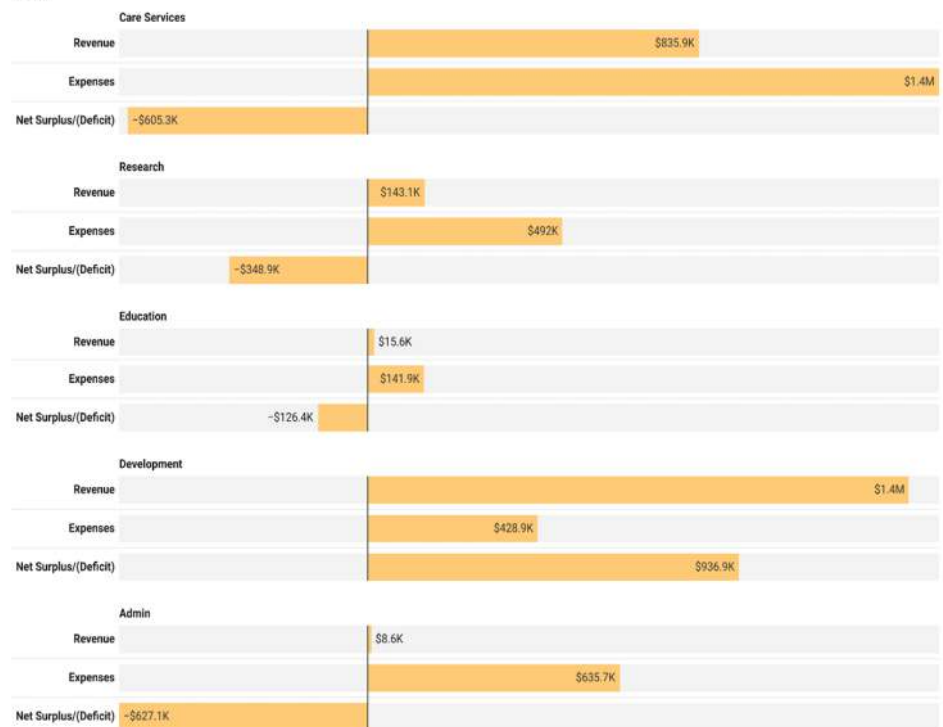
In July, \$110K in Major Gifts was received from the Asplundh family and \$20K from the Fleischners.

Major Gifts and Bequests is \$89K more than expected and \$217K more than last year.

Through July, Total Expenses are \$208K less than expected. This is due to less than expected Care Services, Development and Administrative and Board Expenses.

Total revenue generated through July was \$2.4M. Development generated the most revenue.

Total expenses incurred through July amounted to \$3.1M, with the highest program expenses going to Care Services at \$1.4M, Research at \$492K, and Education at \$142K.



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

EXECUTIVE SUMMARY

Through July, the financial and cash position remains strong, however, we are facing a \$771K Net Deficit. Compared to this time last year, the cash balance has increased by \$449K. Revenue from Operations is 12% less than this time last year. Through July, revenue from Total Events is about the same as this time last year. Major Gifts and Bequests are more than this time last year. The decrease in Government Funding compared to this time last year is due to the reduced award for the NJ DOH Grant. Through July, Total Expenses are under budget by \$208K, demonstrating our commitment to prudent financial management while still delivering high-quality care services and other programs.

FINANCIAL ANALYSIS

Statements of Financial

Position



Grants and Other Receivables are \$714K less than this time last year due to the payments for the overdue PA DOH invoices.

Total Liabilities are 32% of Total Assets. Through July, there is \$290K Research Revenue Restricted Funds, and \$4K Research Event Restricted Funds that can be distributed to organizations that provide research for the cure of amyotrophic lateral sclerosis. Through July, \$236K was paid to ALS research organizations.

The Cash and Investment balance of \$2.6M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal. The less than expected Revenue from Operations is contributing to the Cash and Investment balance being equal to less than six months of expenses.

Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$601K less. Total Events, Total Annual Giving, and Government Funding are less than expected. The less than expected amount awarded for the 2024-2025 NJ DOH Grant caused a less than expected result for Government Funding. However, Total Development 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. Compared to the year-to-date budget, Administrative & Board expenses are \$188K less than expected.

Year to Date, Net Surplus (Deficit) is unfavorable at (\$329K) compared to the budget and an unfavorable (\$427K) compared to this time last year.

Rolling Forecast



Through July, FY2025 Revenue from Operations is expected to be \$6.1M compared to a forecasted \$6.7M. Total Expenses are expected to be \$311K less than forecasted. The Net Deficit is expected to be \$225K more than forecasted.

RECOMMENDATIONS AND OTHER NOTES

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 Six Months ended July 31, 2024

Year to Date Revenue Line Items Analysis

Through July, Government Funding at \$653K is the top revenue line item, representing 28% of Revenue from Operations. Special Events is 16%, Bequests are 12%, and Walks and Contributions are 10% each of Revenue from Operations.

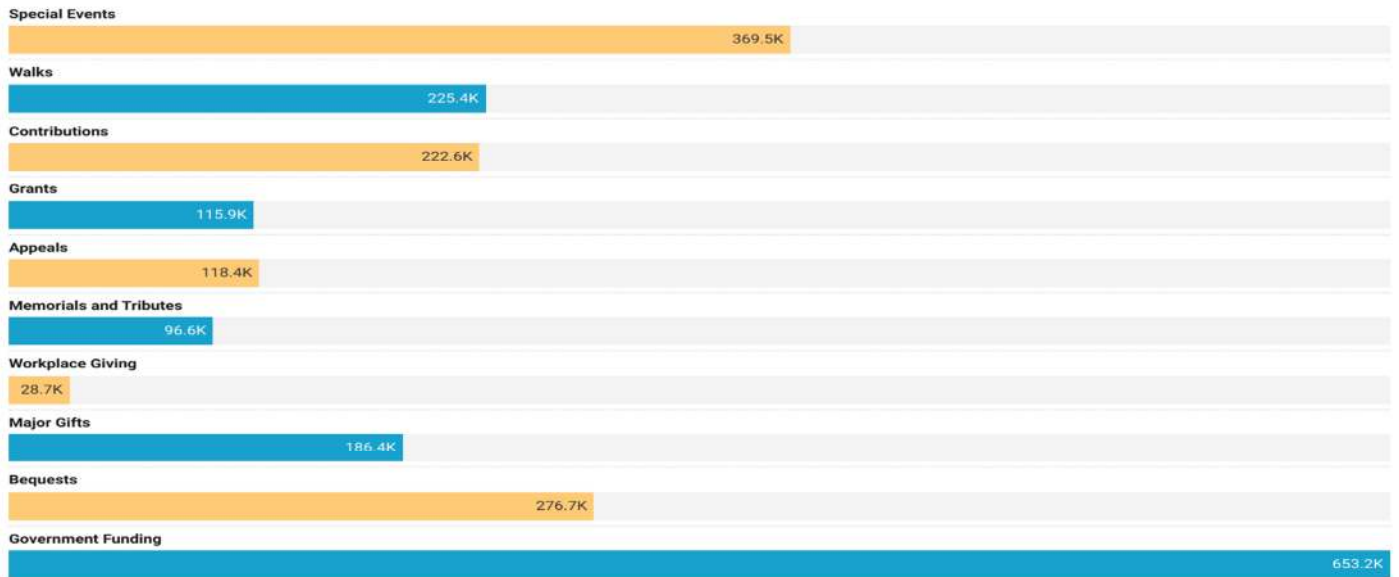


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through July, the highest total donations are from Government Funding, which represents 28% of Revenue from Operations. Total Events represent 26%, Total Annual Giving represents 25%, and Total Development represents 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 July 31, 2024 and July 31, 2023

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 1,144,425	\$ 695,073	\$ 449,352
Investments	1,463,485	1,953,704	(490,219)
Pledges Receivable	426,254	388,379	37,875
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	479,800	1,194,071	(714,271)
Prepaid Expenses	45,610	72,168	(26,558)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	195,666	141,429	54,237
Beneficial Interest in Perpetual Trust	440,829	416,253	24,576
Right of Use Asset-Office Lease	1,099,027	59,036	1,039,991
Right of Use Asset - Office Equipment Lease	15,658	27,493	(11,835)
Total Assets	\$ 5,259,709	\$4,884,776	\$ 374,934
Liabilities			
Accounts Payable & Other Liabilities	\$ 247,055	\$ 753,651	\$ (506,596)
Research (Revenue Restricted)	290,042	-	290,042
Research (Board Designated)	-	196,314	(196,314)
Research (Event Restricted)	3,767	-	3,767
Right of Use Liability- Office Lease	1,114,606	54,052	1,060,554
Right of Use Liability - Office Equipment Lease	16,331	28,161	(11,830)
Total Liabilities	1,671,801	1,032,177	639,623
Net Assets			
Without Donor Restrictions	2,567,438	2,251,387	316,051
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,587,909	3,852,598	(264,690)
Total Liabilities and Net Assets	\$ 5,259,709	\$4,884,776	\$ 374,934

ALS United Mid-Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the six months ended July 31, 2024 and July 31, 2023

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 369,532	\$ 434,909	\$ (65,377)	\$ 361,698	\$ 7,835
Walks	225,401	266,151	(40,750)	230,846	(5,445)
Total Events	594,933	701,060	(106,127)	592,544	2,389
Annual Giving					
Contributions	222,556	153,355	69,201	166,350	56,206
Grants	115,850	280,868	(165,018)	230,000	(114,150)
Appeals	118,418	126,201	(7,783)	132,484	(14,066)
Memorials and Tributes	96,631	102,005	(5,374)	102,374	(5,743)
Workplace Giving	28,689	34,439	(5,750)	28,386	303
Total Annual Giving	582,144	696,869	(114,725)	659,593	(77,450)
Development					
Major Gifts	186,408	169,554	16,854	116,239	70,169
Bequests	276,672	204,613	72,059	130,000	146,672
Total Development	463,080	374,167	88,912	246,239	216,841
Government Funding	653,207	1,122,119	(468,911)	1,095,287	(442,080)
REVENUE FROM OPERATIONS	2,293,364	2,894,215	(600,851)	2,593,663	(300,299)
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	-	8,572
Unrealized (Loss) Gain	24,133	-	24,133	24,894	(761)
Interest Income	42,727	11,158	31,569	51,425	(8,698)
Total Other Revenue	75,432	11,158	64,274	76,319	(887)
TOTAL REVENUE	2,368,796	2,905,373	(536,578)	2,669,982	(301,187)
EXPENSES					
Care Services					
Salaries and Benefits	859,798	883,964	(24,166)	866,038	(6,240)
ALS Clinic Centers	144,808	173,337	(28,529)	150,565	(5,757)
Abrams Program	331,387	302,807	28,580	260,846	70,541
Other Service Expenses	105,120	54,627	50,492	129,583	(24,464)
Allocated Overhead	81,397	116,185	(34,789)	82,484	(1,088)
Total Care Services	1,522,509	1,530,920	(8,412)	1,489,516	32,993
Research					
Research Payments-Donor Designated	143,063	56,969	86,094	81,590	61,473
Research Payments-Event Generated	29,601	41,831	(12,230)	14,390	15,211
Research Coordinators	62,053	50,349	11,704	62,053	0.0100
Other Research Expense	257,244	302,110	(44,866)	27,951	229,293
Allocated Overhead	60,294	86,063	(25,770)	61,099	(806)
Total Research	552,254	537,322	14,932	247,084	305,171
Education					
Education	141,930	125,125	16,805	322,499	(180,569)
Allocated Overhead	24,118	34,425	(10,308)	24,440	(322)
Total Education	166,048	159,550	6,498	346,939	(180,891)
Development					
Fundraising	320,395	387,709	(67,314)	318,500	1,895
Events	108,470	61,321	47,148	83,548	24,922
Allocated Overhead	30,147	43,032	(12,885)	30,550	(403)
Total Development	459,011	492,062	(33,051)	432,598	26,414
Administrative & Board	439,755	627,706	(187,951)	497,735	(57,980)
TOTAL EXPENSES	3,139,578	3,347,561	(207,984)	3,013,871	125,707
NET SURPLUS/(DEFICIT)	\$ (770,782)	\$ (442,188)	\$ (328,594)	\$ (343,888)	\$ (426,894)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Total	% of Total Revenue
REVENUE								
Events								
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 106,408	\$ 33,545	\$ 369,532	15.6%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	225,401	9.5%
Total Events	13,466	57,038	118,220	202,540	143,337	60,333	594,933	25.1%
Annual Giving								
Contributions	89,180	35,173	8,784	21,004	44,520	23,897	222,556	9.4%
Grants	-	20,000	15,000	10,000	70,850	-	115,850	4.9%
Appeals	2,288	1,807	8,698	20,171	50,983	34,471	118,418	5.0%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	96,631	4.1%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	28,689	1.2%
Total Annual Giving	115,338	93,551	48,840	67,891	177,999	78,526	582,144	24.6%
Development								
Major Gifts	11,478	2,186	675	13,651	11,026	147,392	186,408	7.9%
Bequests	-	-	-	-	276,672	-	276,672	11.7%
Total Development	11,478	2,186	675	13,651	287,698	147,392	463,080	19.5%
Government Funding								
	66,037	71,312	71,965	76,406	145,190	222,298	653,207	27.6%
REVENUE FROM OPERATIONS								
	206,318	224,086	239,700	360,487	754,224	508,549	2,293,364	96.8%
Other Revenue								
Miscellaneous Revenue	-	-	-	-	-	8,572	8,572	0.4%
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	(555)	3,802	24,133	1.0%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	42,727	1.8%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	18,304	75,432	3.2%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	526,853	2,368,796	100.0%
EXPENSES								
Care Services								
Salaries and Benefits	148,681	157,162	139,123	142,351	118,206	154,275	859,798	36.3%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	144,808	6.1%
Abrams Program	44,697	62,795	72,129	54,261	47,013	50,492	331,387	14.0%
Other Service Expenses	19,025	10,481	18,640	17,103	18,466	21,404	105,120	4.4%
Total Care Services	239,614	253,420	251,448	241,233	206,748	248,648	1,441,112	60.8%
Research								
Research Payments-Donor Designated	70,310	3,621	27,786	27,077	7,834	6,435	143,063	6.0%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	29,601	1.2%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	62,053	2.6%
Other Research Expense	40,073	42,856	44,108	53,627	32,772	43,808	257,244	10.9%
Total Research	121,452	59,408	86,739	100,287	59,724	64,351	491,961	20.8%
Education								
Education	12,300	18,916	33,978	27,100	19,987	29,650	141,930	6.0%
Total Education								
Development								
Fundraising	53,261	54,577	52,195	54,962	46,175	59,225	320,395	13.5%
Events	5,805	16,965	10,913	14,122	45,689	14,976	108,470	4.6%
Total Development	59,065	71,542	63,107	69,084	91,864	74,202	428,865	18.1%
General & Administration								
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,604	173,287	7.3%
Office Rent	861	977	14,403	14,189	15,378	13,559	59,368	2.5%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	9,211	0.4%
Dues, Books, & Subscriptions	254	452	4	17	4	41	773	0.0%
Postage	2,041	979	-	-	2,343	1,253	6,616	0.3%
Printing & Copying	1,958	1,073	356	633	619	1,941	6,581	0.3%
IT & Related Expenses	42,892	36,147	26,840	27,535	22,425	24,397	180,236	7.6%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	27,051	1.1%
Telephone	1,073	1,075	1,078	1,076	3,068	1,244	8,614	0.4%
Meals & Entertainment	366	888	6,503	746	738	474	9,717	0.4%
Travel Expense	1,226	30	765	162	200	196	2,579	0.1%
Bank Charges	1,494	1,208	3,389	3,738	3,306	984	14,119	0.6%
Professional Fees	5,176	5,920	6,290	5,920	7,863	48,321	79,490	3.4%
Miscellaneous	16,026	2,893	10,132	(3,135)	1,216	56	27,188	1.1%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	30,607	1.3%
Interest Expense	46	46	46	46	46	46	274	0.0%
Total General & Administration	113,933	94,423	110,565	90,337	92,508	133,944	635,710	26.8%
TOTAL EXPENSES	546,365	497,708	545,838	528,041	470,832	550,794	3,139,578	132.5%
NET SURPLUS/(DEFICIT)	\$(327,186)	\$(247,994)	\$(304,022)	\$(156,724)	\$289,085	\$(23,941)	\$(770,782)	-32.5%

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 six months ended July 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 six months ended July 31, 2024
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 369,532
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	225,401
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	594,933
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	222,556
Grants	515,916	438,297	624,375	544,550	552,750	115,850
Appeals	210,780	370,388	320,753	246,181	284,491	118,418
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	96,631
Workplace Giving	136,125	101,838	79,146	81,235	61,817	28,689
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	582,144
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	186,408
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	463,080
Government Funding	582,070	817,437	1,322,570	1,621,492	1,545,911	653,207
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,844,826	2,293,364
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	24,133
Interest Income	57,287	10,696	2,085	52,816	101,896	42,727
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	75,432
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,356,439	2,368,796
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	859,798
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	144,808
Abrams Program	623,034	451,952	362,259	565,071	563,598	331,387
Other Service Expenses	298,724	149,085	184,523	323,781	245,319	105,120
Allocated Overhead	320,125	252,643	211,598	212,207	153,048	81,397
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	3,032,792	1,522,509
Research						
Research Payments to NTL	200,463	398,124	218,165	322,181	28,331	-
Research Payments-Donor Designated	-	-	-	-	231,214	143,063
Research Payments-Event Generated	-	-	-	-	49,620	29,601
Research Coordinators	127,997	132,506	134,606	128,306	128,306	62,053
Other Research Expense	39,291	47,911	54,409	48,804	142,582	257,244
Allocated Overhead	159,717	224,936	188,392	195,469	113,369	60,294
Total Research	527,468	803,477	595,572	694,759	693,422	552,254
Education						
Education	718,917	526,297	575,413	670,359	631,559	141,930
Allocated Overhead	94,852	74,857	62,696	62,876	45,347	24,118
Total Education	813,769	601,154	638,108	733,235	676,906	166,048
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	320,395
Events	339,305	59,663	190,711	253,197	247,143	108,470
Allocated Overhead	118,565	93,571	78,370	78,595	56,684	30,147
Total Development	980,132	695,756	783,262	980,659	957,318	459,011
Administrative & Board	914,567	721,778	604,516	999,740	826,859	439,755
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	6,187,297	3,139,578
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 169,141	\$ (770,782)

ALS United Mid-Atlantic
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Unaudited Statement of Cash Flows
for the six months ended July 31, 2024

Net Surplus/(Deficit) for Period	\$ (770,782)
 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	30,607
Decrease (Increase) in Pledged Receivables	15,090
(Increase) Decrease in Investments	546,111
(Increase) Decrease in Grant Receivables	490,136
(Increase) Decrease in Receivables - Other	350,917
Decrease (Increase) in Prepaids	66,724
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(12,808)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,099,027)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	5,918
Increase (Decrease) in Accounts Payable	(279,448)
Increase (Decrease) in Accrued Liabilities	(51,545)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	119,478
Increase (Decrease) in Accrued - Research (Event Restricted)	(83,064)
Right of Use Liability- Office Lease	1,114,606
 Net Cash Provided (Used) by Operating Activities	 <u>342,910</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(6,011)
 Net Cash Provided (Used) by Investing Activities	 <u>(86,779)</u>
 Net Surplus/(Deficit) in Cash	 <u>256,131</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u>\$ 1,144,425</u>

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

	Actual YTD		Forecast					Annual		
	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events										
Special Events	\$ 369,532	\$ 87,236	\$ 63,389	\$209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$1,077,123	\$1,142,500	\$ (65,377)
Walks	225,401	64,664	211,206	229,257	239,371	7,413	11,938	989,250	1,030,000	(40,750)
Total Events	594,933	151,900	274,595	438,917	497,633	48,511	59,883	2,066,373	2,172,500	(106,127)
Annual Giving										
Contributions	222,556	17,297	13,739	20,531	21,595	48,947	149,535	494,201	425,000	69,201
Grants	115,850	6,106	213,704	73,575	61,058	20,760	18,928	509,982	675,000	(165,018)
Appeals	118,418	20,864	2,905	5,016	27,146	65,396	23,471	263,217	271,000	(7,783)
Memorials and Tributes	96,631	13,139	18,782	12,598	25,477	43,362	34,637	244,626	250,000	(5,374)
Workplace Giving	28,689	6,314	5,420	5,060	4,314	9,053	10,399	69,250	75,000	(5,750)
Total Annual Giving	582,144	63,720	254,551	116,780	139,591	187,519	236,971	1,581,275	1,696,000	(114,725)
Development										
Major Gifts	186,408	29,746	8,825	73,944	453,176	113,761	150,994	1,016,854	1,000,000	16,854
Bequests	276,672	-	-	-	45,387	-	-	322,059	250,000	72,059
Total Development	463,080	29,746	8,825	73,944	498,562	113,761	150,994	1,338,912	1,250,000	88,912
Government Funding	653,207	51,535	66,903	114,829	64,334	65,999	98,063	1,114,871	1,583,783	(468,911)
REVENUE FROM OPERATIONS	2,293,364	296,901	604,874	744,471	1,200,121	415,790	545,910	6,101,431	6,702,283	(600,851)
Other Revenue										
Miscellaneous Revenue	8,572	-	-	-	-	-	-	8,572	-	8,572
Unrealized (Loss) Gain	24,133	-	-	-	-	-	-	24,133	-	24,133
Interest Income	42,727	1,860	1,860	1,860	1,860	1,860	1,860	53,885	22,316	31,569
Total Other Revenue	75,432	1,860	1,860	1,860	1,860	1,860	1,860	86,590	22,316	64,274
TOTAL REVENUE	2,368,796	298,761	606,733	746,330	1,201,980	417,650	547,770	6,188,021	6,724,599	(536,578)
EXPENSES										
Care Services										
Salaries and Benefits	859,798	147,327	147,327	147,327	147,327	147,327	147,327	1,743,762	1,767,928	(24,166)
ALS Clinic Centers	144,808	28,889	28,889	28,889	28,889	28,889	28,889	318,144	346,673	(28,529)
Abrams Program	331,387	48,213	47,927	48,988	47,556	54,926	49,584	628,580	600,000	28,580
Other Service Expenses	105,120	2,717	141,066	3,347	7,730	20,770	4,692	285,442	234,950	50,492
Allocated Overhead	81,397	19,364	19,364	19,364	19,364	19,364	19,364	197,582	232,371	(34,789)
Total Care Services	1,522,509	246,511	384,574	247,916	250,867	271,277	249,857	3,173,510	3,181,922	(8,412)
Research										
Research Payments Board Discretionary	-	-	-	-	-	-	100,000	100,000	100,000	-
Research Payments-Donor Designated	143,063	384	1,660	1,212	328	20,733	27,214	194,594	108,500	86,094
Research Payments-Event Generated	29,601	10,360	19,586	13,571	10,612	11,474	1,916	97,120	109,350	(12,230)
Research Coordinators	62,053	10,095	8,392	8,392	10,095	8,391	8,392	115,810	104,106	11,704
Other Research Expense	257,244	50,352	50,352	50,352	50,352	50,352	50,352	559,354	604,220	(44,866)
Allocated Overhead	60,294	14,344	14,344	14,344	14,344	14,344	14,344	146,357	172,127	(25,770)
Total Research	552,254	85,535	94,333	87,870	85,732	105,294	202,217	1,213,235	1,198,303	14,932
Education										
Education	141,930	25,124	25,124	25,124	25,124	25,124	25,124	292,676	301,490	(8,815)
Allocated Overhead	24,118	5,738	5,738	5,738	5,738	5,738	5,738	58,543	68,851	(10,308)
Total Education	166,048	30,862	30,862	30,862	30,862	30,862	30,862	351,218	370,341	(19,122)
Development										
Fundraising	320,395	110,934	2,615	11,295	8,249	2,234	141,100	596,821	738,410	(141,589)
Events	108,470	3,060	15,187	28,712	29,240	2,481	16,820	203,971	160,300	43,671
Allocated Overhead	30,147	7,172	7,172	7,172	7,172	7,172	7,172	73,179	86,063	(12,885)
Total Development	459,011	121,166	24,974	47,179	44,661	11,887	165,092	873,970	984,773	(110,803)
Administrative & Board	439,755	104,618	104,618	104,618	104,618	104,618	104,618	1,067,462	1,255,413	(187,951)
TOTAL EXPENSES	3,139,578	588,692	639,360	518,444	516,739	523,937	752,646	6,679,396	6,990,752	(311,356)
NET SURPLUS/(DEFICIT)	\$ (770,782)	\$ (289,931)	\$ (32,627)	\$227,886	\$ 685,241	\$ (106,287)	\$ (204,876)	\$ (491,375)	\$ (266,154)	\$ (225,221)
Cash Activity	1,026,913	(249,883)	(60,594)	(25,620)	(660,594)	(99,883)	13,669			
Cash and Cash Equivalents Beginning	888,294	1,144,425	604,612	511,391	713,657	738,304	532,134			
Cash and Cash Equivalents Ending	\$1,144,425	\$ 604,612	\$ 511,391	\$713,657	\$ 738,304	\$ 532,134	\$ 340,927			