

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER
 Prepared by Angelo DeSantis, YPTC, on September 18, 2024.

Fiscal Year 2025/For the 7 Months Ended August 31, 2024

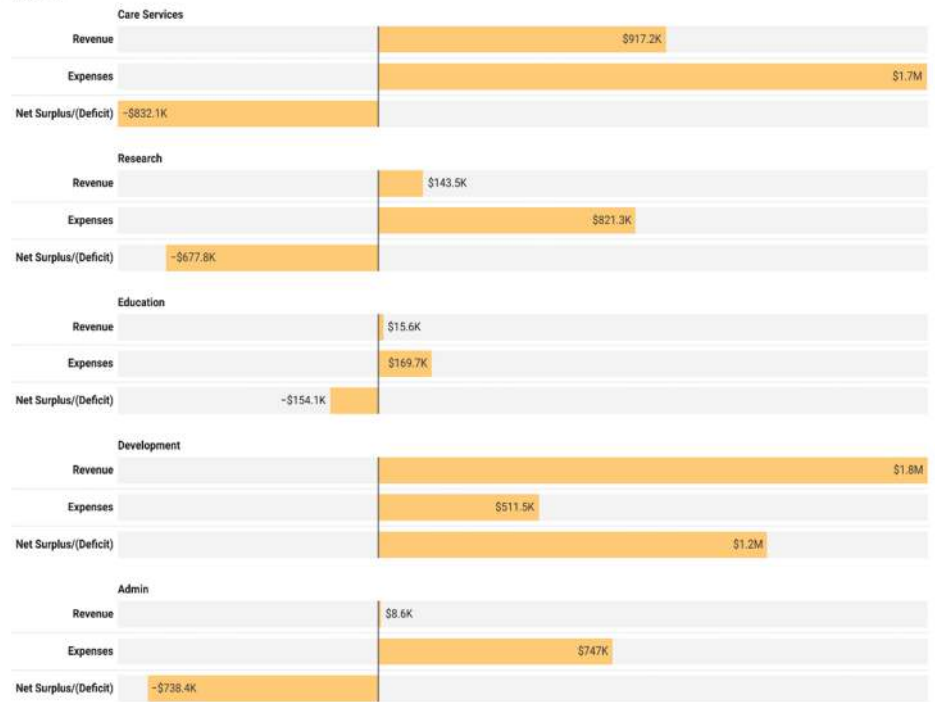
HIGHLIGHTS

In August, \$254K in Major Gifts was received. The Asplundh family donated \$200K and Chris Cumming donated \$50K.

Major Gifts and Bequests is \$352K more than expected and \$489K more than last year.

Total revenue generated through August was \$2.8M. Development generated the most revenue.

Total expenses incurred through August amounted to \$4.0M, with the highest program expenses going to Care Services at \$1.7M, Research at \$821K, and Education at \$170K.



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

EXECUTIVE SUMMARY

Through August, the financial position remains strong, however, we are facing a \$1.2M Net Deficit. Our cash position has significantly improved, with an increase of \$524K from this time last year. This bolstered liquidity ensures we can meet our short-term obligations and continue to fund our critical programs without interruption. We have experienced substantial growth in Major Gifts and Bequests, surpassing our expectations by \$352K. There has been a notable shortfall in Government Funding, with an unfavorable variance of \$520K against the budget.

FINANCIAL ANALYSIS

Statements of Financial Position



Total Liabilities are 31% of Total Assets. Through August, there is \$191K Research Revenue Restricted Funds, and \$12K Research Event Restricted Funds that can be distributed to organizations that provide research for the cure of amyotrophic lateral sclerosis. Through August, \$336K was paid to ALS research organizations.

The Cash and Investment balance of \$2.4M is enough to cover expenses for 4 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 \$440K less. Government Funding is less than expected because the amount awarded for the 2024-2025 NJ DOH Grant is less than previous years due to budget issues with the State of New Jersey 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.

As a result, Net Surplus (Deficit) is unfavorable compared to the budget and unfavorable compared to this time last year.

Rolling Forecast



Through August, FY2025 Revenue from Operations is expected to be \$6.3M compared to a forecasted \$6.7M. Total Expenses are expected to be \$41K less than forecasted. The Net Deficit is expected to be \$326K 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.

The Draft FY2024 Audit and 990 have been completed and are under review by the Audit Committee.

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 Seven Months ended August 31, 2024

Year to Date Revenue Line Items Analysis

Through August, Government Funding at \$653K is the top revenue line item, representing 24% of Revenue from Operations. Special Events Major Gifts are 16% each, Bequests and Walks are 11% each, and Contributions are 8% each of Revenue from Operations.

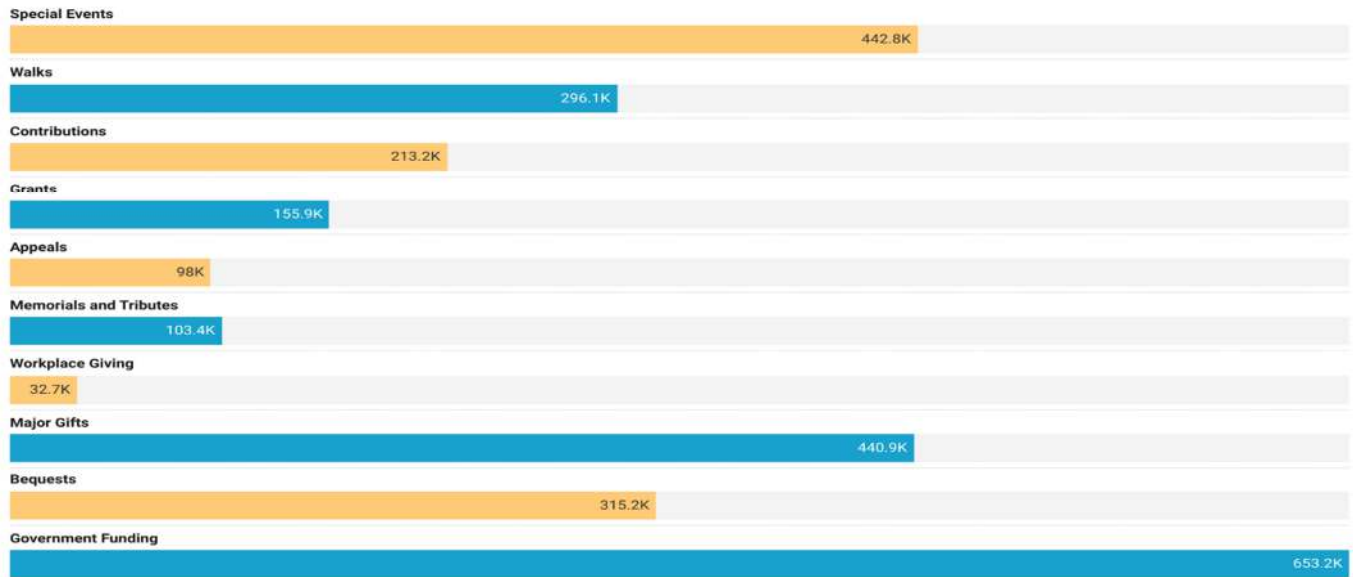


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through August, the donations from Development and Events each represent 27% of Revenue from Operations.

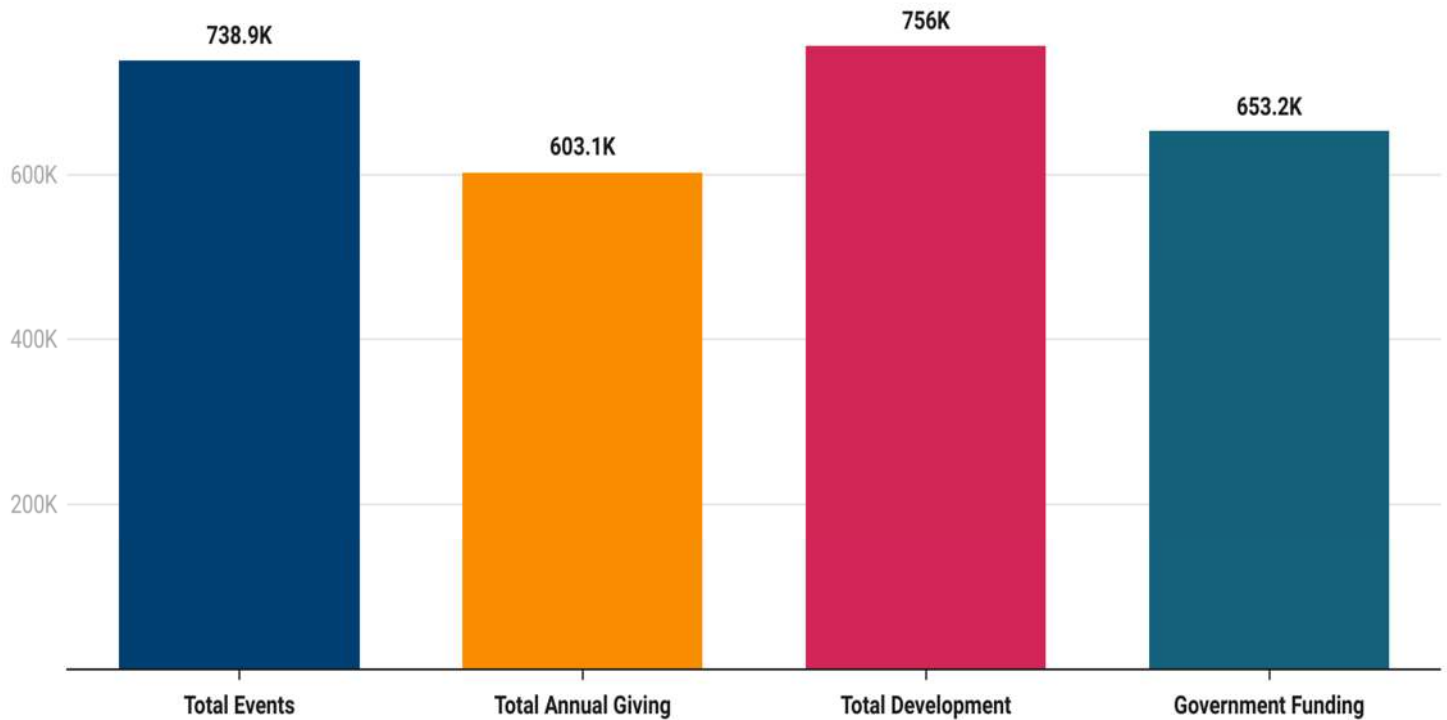


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 930,098	\$ 406,589	\$ 523,509
Investments	1,474,335	1,959,619	(485,284)
Pledges Receivable	425,754	403,379	22,375
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	396,406	1,078,848	(682,441)
Prepaid Expenses	43,483	149,250	(105,767)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	190,345	144,119	46,226
Beneficial Interest in Perpetual Trust	440,829	416,253	24,576
Right of Use Asset-Office Lease	1,086,098	49,197	1,036,901
Right of Use Asset - Office Equipment Lease	14,672	26,507	(11,835)
Total Assets	\$ 4,950,974	\$4,570,929	\$ 380,045
Liabilities			
Accounts Payable & Other Liabilities	\$ 212,920	\$ 666,034	\$ (453,114)
Research (Revenue Restricted)	190,514	-	190,514
Research (Board Designated)	-	204,927	(204,927)
Research (Event Restricted)	11,911	-	11,911
Right of Use Liability- Office Lease	1,090,512	43,140	1,047,373
Right of Use Liability - Office Equipment Lease	15,330	27,191	(11,862)
Total Liabilities	1,521,187	941,292	579,895
Net Assets			
Without Donor Restrictions	2,409,317	2,028,427	380,890
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,429,787	3,629,637	(199,850)
Total Liabilities and Net Assets	\$ 4,950,974	\$4,570,929	\$ 380,045

ALS United Mid-Atlantic
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Unaudited Statements of Operations
for the seven months ended August 31, 2024 and August 31, 2023

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 442,759	\$ 522,145	\$ (79,386)	\$ 434,249	\$ 8,511
Walks	296,093	330,815	(34,722)	286,933	9,161
Total Events	738,853	852,960	(114,108)	721,181	17,671
Annual Giving					
Contributions	213,185	170,652	42,533	185,113	28,073
Grants	155,850	286,974	(131,124)	235,000	(79,150)
Appeals	97,995	147,065	(49,070)	154,387	(56,392)
Memorials and Tributes	103,384	115,144	(11,760)	115,560	(12,176)
Workplace Giving	32,726	40,753	(8,027)	33,590	(864)
Total Annual Giving	603,140	760,588	(157,448)	723,649	(120,509)
Development					
Major Gifts	440,866	199,300	241,566	136,632	304,234
Bequests	315,166	204,613	110,552	130,000	185,166
Total Development	756,032	403,914	352,118	266,632	489,400
Government Funding	653,207	1,173,654	(520,447)	1,145,590	(492,383)
REVENUE FROM OPERATIONS	2,751,231	3,191,117	(439,885)	2,857,052	(105,821)
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	-	8,572
Unrealized (Loss) Gain	29,075	-	29,075	22,622	6,453
Interest Income	48,662	13,018	35,645	59,613	(10,951)
Total Other Revenue	86,309	13,018	73,291	82,235	4,073
TOTAL REVENUE	2,837,540	3,204,134	(366,594)	2,939,288	(101,748)
EXPENSES					
Care Services					
Salaries and Benefits	1,028,116	1,031,291	(3,176)	1,026,895	1,221
ALS Clinic Centers	170,872	202,226	(31,354)	178,206	(7,334)
Abrams Program	411,902	351,020	60,882	299,549	112,352
Other Service Expenses	138,460	57,344	81,116	145,272	(6,812)
Allocated Overhead	95,647	135,550	(39,902)	94,057	1,591
Total Care Services	1,844,997	1,777,432	67,565	1,743,979	101,018
Research					
Research Payments-Board Designated	77,951	-	77,951	67,722	10,229
Research Payments-Donor Designated	322,980	57,353	265,626	88,975	234,005
Research Payments-Event Generated	37,745	52,191	(14,446)	14,390	23,355
Research Coordinators	72,395	60,445	11,951	74,495	(2,100)
Other Research Expense	310,277	352,462	(42,185)	33,421	276,856
Allocated Overhead	70,850	100,407	(29,557)	69,672	1,178
Total Research	892,197	622,858	269,340	348,674	543,523
Education					
Education	169,696	148,947	20,749	389,927	(220,231)
Allocated Overhead	28,340	40,163	(11,823)	27,869	471
Total Education	198,036	189,110	8,927	417,796	(219,759)
Development					
Fundraising	389,682	390,324	(642)	377,692	11,990
Events	121,858	76,508	45,349	89,398	32,460
Allocated Overhead	35,425	50,204	(14,779)	34,836	589
Total Development	546,965	517,036	29,929	501,926	45,039
Administrative & Board	516,747	732,324	(215,577)	493,762	22,985
TOTAL EXPENSES	3,998,942	3,838,759	160,183	3,506,137	492,805
NET SURPLUS/(DEFICIT)	\$ (1,161,402)	\$ (634,624)	\$ (526,778)	\$ (566,849)	\$ (594,553)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Total	% of Total Revenue
REVENUE									
Events									
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 116,408	\$ 33,545	\$ 63,227	\$ 442,759	15.6%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	296,093	10.4%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	133,919	738,853	26.0%
Annual Giving									
Contributions	89,180	35,173	8,784	21,004	29,520	3,897	25,629	213,185	7.5%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	155,850	5.5%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	97,995	3.5%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	6,753	103,384	3.6%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	4,037	32,726	1.2%
Total Annual Giving	115,338	93,551	48,840	67,891	167,999	58,526	50,996	603,140	21.3%
Development									
Major Gifts	11,478	2,186	675	13,651	11,026	147,392	254,458	440,866	15.5%
Bequests	-	-	-	-	276,672	20,000	18,494	315,166	11.1%
Total Development	11,478	2,186	675	13,651	287,698	167,392	272,952	756,032	26.6%
Government Funding	66,037	71,312	71,965	76,406	145,190	222,298	-	653,207	23.0%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	754,224	508,549	457,867	2,751,231	97.0%
Other Revenue									
Miscellaneous Revenue	-	-	-	-	-	8,572	-	8,572	0.3%
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	(555)	3,802	4,942	29,075	1.0%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	5,935	48,662	1.7%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	18,304	10,877	86,309	3.0%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	526,853	468,744	2,837,540	100.0%
EXPENSES									
Care Services									
Salaries and Benefits	148,681	157,162	139,123	142,351	118,206	154,877	167,715	1,028,116	36.2%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	26,064	170,872	6.0%
Abrams Program	44,697	62,795	72,129	54,543	47,475	72,114	58,148	411,902	14.5%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,404	31,591	138,460	4.9%
Total Care Services	239,614	253,420	251,448	241,516	208,960	270,872	283,519	1,749,349	61.7%
Research									
Research Payments-Board Designated	77,951	-	-	-	-	-	-	77,951	2.7%
Research Payments-Donor Designated	249,754	3,621	27,786	27,077	7,834	6,435	472	322,980	11.4%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	37,745	1.3%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	72,395	2.6%
Other Research Expense	40,073	42,856	44,108	53,627	32,772	43,816	53,025	310,277	10.9%
Total Research	378,847	59,408	86,739	100,287	59,724	64,359	71,984	821,347	28.9%
Education									
Education	12,300	18,916	33,978	27,100	19,987	30,863	26,553	169,696	6.0%
Total Education	12,300	18,916	33,978	27,100	19,987	30,863	26,553	169,696	6.0%
Development									
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,012	389,682	13.7%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	121,858	4.3%
Total Development	59,065	71,542	63,107	69,084	91,864	85,737	71,140	511,540	18.0%
General & Administration									
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,835	32,516	206,034	7.3%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	75,185	2.6%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	10,787	0.4%
Dues, Books, & Subscriptions	254	452	4	17	4	41	1,024	1,797	0.1%
Postage	2,041	979	-	-	2,343	1,253	1,146	7,762	0.3%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	7,092	0.2%
IT & Related Expenses	42,892	36,147	26,840	27,535	28,425	24,397	29,656	215,892	7.6%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	28,562	1.0%
Telephone	1,073	1,075	1,078	1,076	3,068	1,244	1,077	9,691	0.3%
Meals & Entertainment	366	888	6,503	746	738	474	106	9,823	0.3%
Travel Expense	1,226	30	765	162	200	196	192	2,771	0.1%
Bank Charges	1,494	1,208	3,389	3,738	3,306	984	2,478	16,596	0.6%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	90,266	3.2%
Miscellaneous	16,026	2,893	10,132	(3,135)	1,216	56	1,315	28,502	1.0%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	35,928	1.3%
Interest Expense	46	46	46	46	46	46	46	320	0.0%
Total General & Administration	113,933	94,423	110,565	90,337	98,508	139,447	99,796	747,010	26.3%
TOTAL EXPENSES	803,760	497,708	545,838	528,323	479,043	591,278	552,991	3,998,942	140.9%
NET SURPLUS/(DEFICIT)	\$(584,581)	\$(247,994)	\$(304,022)	\$(157,006)	\$280,874	\$(64,425)	\$(84,247)	\$(1,161,402)	-40.9%

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Unaudited Statements of Operations
for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and seven months ended August 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 seven months ended August 31,
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 442,759
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	296,093
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	738,853
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	213,185
Grants	515,916	438,297	624,375	544,550	552,750	155,850
Appeals	210,780	370,388	320,753	246,181	284,491	97,995
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	103,384
Workplace Giving	136,125	101,838	79,146	81,235	61,817	32,726
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	603,140
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	440,866
Bequests	197,355	394,903	151,541	25,591	158,836	315,166
Total Development	907,875	1,082,681	661,510	574,447	844,394	756,032
Government Funding	582,070	817,437	1,322,570	1,621,492	1,538,974	653,207
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,837,889	2,751,231
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	29,075
Interest Income	57,287	10,696	2,085	52,816	101,896	48,662
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	86,309
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	2,837,540
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,028,116
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	170,872
Abrams Program	623,034	451,952	362,259	565,071	563,598	411,902
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	138,460
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	95,647
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	1,844,997
Research						
Research Payments to NTL	200,463	398,124	218,165	322,181	51,770	-
Research Payments-Board Designated	-	-	-	-	-	77,951
Research Payments-Donor Designated	-	-	-	-	-	322,980
Research Payments-Event Generated	-	-	-	-	-	37,745
Research Coordinators	127,997	132,506	134,606	128,306	128,306	72,395
Other Research Expense	39,291	47,911	54,409	48,804	142,582	310,277
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	70,850
Total Research	527,468	803,477	595,572	694,759	444,535	892,197
Education						
Education	718,917	526,297	575,413	670,359	631,559	169,696
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	28,340
Total Education	813,769	601,154	638,108	733,235	680,309	198,036
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	389,682
Events	339,305	59,663	190,711	253,197	247,143	121,858
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	35,425
Total Development	980,132	695,756	783,262	980,659	961,572	546,965
Administrative & Board	914,567	721,778	604,516	999,740	888,914	516,747
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	3,998,942
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (1,161,402)

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

Net Surplus/(Deficit) for Period	\$ (1,161,402)
 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	35,928
Decrease (Increase) in Pledged Receivables	15,590
(Increase) Decrease in Investments	535,262
(Increase) Decrease in Grant Receivables	566,541
Decrease (Increase) in Prepaids	68,851
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(12,808)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,086,098)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	6,904
Increase (Decrease) in Accounts Payable	51,410
Increase (Decrease) in Accrued Liabilities	(83,530)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	190,514
Increase (Decrease) in Accrued - Research (Event Restricted)	11,911
Right of Use Liability- Office Lease	1,090,512
 Net Cash Provided (Used) by Operating Activities	 <u>129,585</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(7,013)
 Net Cash Provided (Used) by Investing Activities	 <u>(87,781)</u>
 Net Surplus/(Deficit) in Cash	 <u>41,804</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u><u>\$ 930,098</u></u>

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

	Actual YTD						Forecast		Annual	
	Aug-2024	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance	
Events										
Special Events	\$ 442,759	\$ 63,389	\$ 209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$ 1,063,114	\$ 1,142,500	\$ (79,386)	
Walks	296,093	211,206	229,257	239,371	7,413	11,938	995,278	1,030,000	(34,722)	
Total Events	738,853	274,595	438,917	497,633	48,511	59,883	2,058,392	2,172,500	(114,108)	
Annual Giving										
Contributions	213,185	13,739	20,531	21,595	48,947	149,535	467,533	425,000	42,533	
Grants	155,850	213,704	73,575	61,058	20,760	18,928	543,876	675,000	(131,124)	
Appeals	97,995	2,905	5,016	27,146	65,396	23,471	221,930	271,000	(49,070)	
Memorials and Tributes	103,384	18,782	12,598	25,477	43,362	34,637	238,240	250,000	(11,760)	
Workplace Giving	32,726	5,420	5,060	4,314	9,053	10,399	66,973	75,000	(8,027)	
Total Annual Giving	603,140	254,551	116,780	139,591	187,519	236,971	1,538,552	1,696,000	(157,448)	
Development										
Major Gifts	440,866	8,825	73,944	453,176	113,761	150,994	1,241,566	1,000,000	241,566	
Bequests	315,166	-	-	45,387	-	-	360,552	250,000	110,552	
Total Development	756,032	8,825	73,944	498,562	113,761	150,994	1,602,118	1,250,000	352,118	
Government Funding	653,207	66,903	114,829	64,334	65,999	98,063	1,063,336	1,583,783	(520,447)	
REVENUE FROM OPERATIONS	2,751,231	604,874	744,471	1,200,121	415,790	545,910	6,262,397	6,702,283	(439,885)	
Other Revenue										
Miscellaneous Revenue	8,572	-	-	-	-	-	8,572	-	8,572	
Unrealized (Loss) Gain	29,075	-	-	-	-	-	29,075	-	29,075	
Interest Income	48,662	1,860	1,860	1,860	1,860	1,860	57,961	22,316	35,645	
Total Other Revenue	86,309	1,860	1,860	1,860	1,860	1,860	95,607	22,316	73,291	
TOTAL REVENUE	2,837,540	606,733	746,330	1,201,980	417,650	547,770	6,358,004	6,724,599	(366,594)	
EXPENSES										
Care Services										
Salaries and Benefits	1,028,116	147,327	147,327	147,327	147,327	147,327	1,764,752	1,767,928	(3,176)	
ALS Clinic Centers	170,872	28,889	28,889	28,889	28,889	28,889	315,319	346,673	(31,354)	
Abrams Program	411,902	47,927	48,988	47,556	54,926	49,584	660,882	600,000	60,882	
Other Service Expenses	138,460	141,066	3,347	7,730	20,770	4,692	316,066	234,950	81,116	
Allocated Overhead	95,647	19,364	19,364	19,364	19,364	19,364	192,469	232,371	(39,902)	
Total Care Services	1,844,997	384,574	247,916	250,867	271,277	249,857	3,249,487	3,181,922	67,565	
Research										
Research Payments Board Discretionary	77,951	-	-	-	-	100,000	177,951	100,000	77,951	
Research Payments-Donor Designated	322,980	1,660	1,212	328	20,733	27,214	374,126	108,500	265,626	
Research Payments-Event Generated	37,745	19,586	13,571	10,612	11,474	1,916	94,904	109,350	(14,446)	
Research Coordinators	72,395	8,392	8,392	10,095	8,391	8,392	116,057	104,106	11,951	
Other Research Expense	310,277	50,352	50,352	50,352	50,352	50,352	562,035	604,220	(42,185)	
Allocated Overhead	70,850	14,344	14,344	14,344	14,344	14,344	142,569	172,127	(29,557)	
Total Research	892,197	94,333	87,870	85,732	105,294	202,217	1,467,642	1,198,303	269,340	
Education										
Education	169,696	25,124	25,124	25,124	25,124	25,124	295,317	301,490	(6,173)	
Allocated Overhead	28,340	5,738	5,738	5,738	5,738	5,738	57,028	68,851	(11,823)	
Total Education	198,036	30,862	30,862	30,862	30,862	30,862	352,345	370,341	(17,996)	
Development										
Fundraising	389,682	2,615	11,295	8,249	2,234	141,100	555,174	738,410	(183,236)	
Events	121,858	15,187	28,712	29,240	2,481	16,820	214,298	160,300	53,998	
Allocated Overhead	35,425	7,172	7,172	7,172	7,172	7,172	71,285	86,063	(14,779)	
Total Development	546,965	24,974	47,179	44,661	11,887	165,092	840,757	984,773	(144,016)	
Administrative & Board	516,747	104,618	104,618	104,618	104,618	104,618	1,039,836	1,255,413	(215,577)	
TOTAL EXPENSES	3,998,942	639,360	518,444	516,739	523,937	752,646	6,950,068	6,990,752	(40,684)	
NET SURPLUS/(DEFICIT)	\$ (1,161,402)	\$ (32,627)	\$ 227,886	\$ 685,241	\$ (106,287)	\$ (204,876)	\$ (592,064)	\$ (266,154)	\$ (325,910)	
Cash Activity	1,203,206	175,039	60,506	(745,069)	4,931	60,506				
Cash and Cash Equivalents Beginning	888,294	930,098	1,072,511	1,360,903	1,301,076	1,199,719				
Cash and Cash Equivalents Ending	\$ 930,098	\$ 1,072,511	\$ 1,360,903	\$ 1,301,076	\$ 1,199,719	\$ 1,055,349				