

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on November 25, 2024.

Fiscal Year 2025/For the 9 Months Ended October 31, 2024

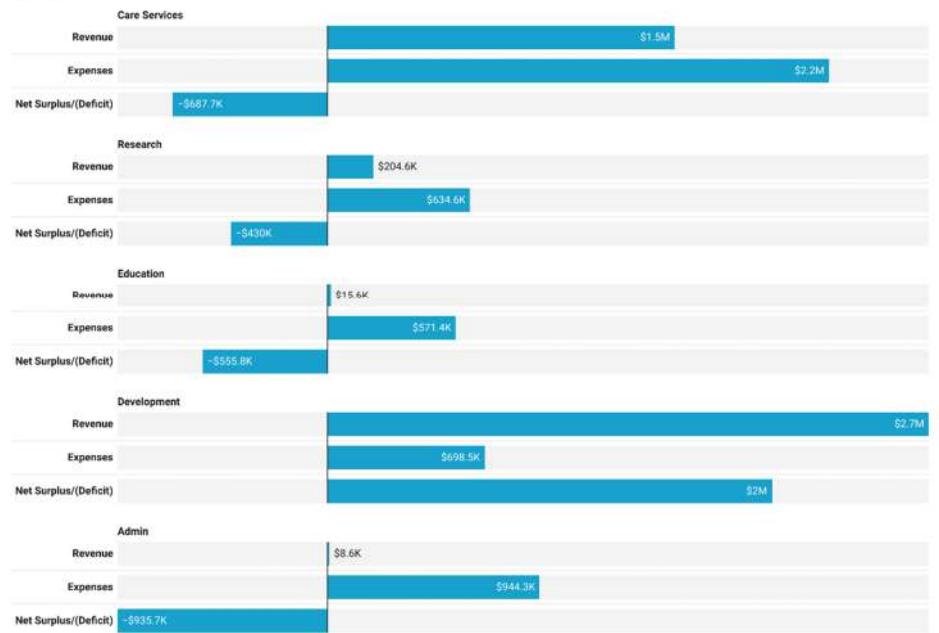
HIGHLIGHTS

In October, a \$319K Bequest was received from the Estate of Steve Potter. The Bequest is restricted for Care Services.

Through October, Total Events is more than this time last year due to the increase in Special Events. Through October, \$221K was received for registrations and sponsorships for the Annual Luncheon.

Total revenue generated through October was \$4.4M. Development continues to generate the most revenue.

Total expenses incurred through October amounted to \$5.1M, with the highest program expenses going to Care Services at \$2.2M, Research at \$635K, and Education at \$571K.



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

EXECUTIVE SUMMARY

Through October, the financial and cash position remain strong, and the Net Deficit continues to decrease. Also, the growth in Major Gifts and Bequests continues to exceed our expectations and is more than this time last year. Year-to-Date, Total Events is more than this time last year, but below our expectations. Total Annual Giving is less than this time last year and below our expectations, due to a significant decrease in Grant revenue, which can be contributed to timing of award and the amounts of the award.

FINANCIAL ANALYSIS

Statements of Financial Position



Total Liabilities are 27% of Total Assets. Through October, the total balance of Cash and Cash Equivalents and Investments are \$77K less than this time last year due to the decrease in the value of the investments. The value of the Beneficial Interest in Perpetual Trust is \$65K more than this time last year due to better market performance.

The Cash and Investment balance of \$2.7M is enough to cover expenses for 5 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 \$207K less, which is a vast improvement from the prior month, which was \$508K less. Government Funding continues to be 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. Grants are less than expected and less than this time last year due to timing and the amounts of the grants. For example, by this time we should have received the \$175K Grant from the Stabler Foundation. Contributions continue to be more than expected and more than this time last year. Major Gifts and Bequests are more than expected and more than last year due to the number of donations received.

The Net Surplus (Deficit) is unfavorable compared to the budget and unfavorable compared to this time last year. However, the YTD Net (Deficit) of (\$632K) is significantly less than the (\$994K) Net (Deficit) through the prior month.

Rolling Forecast



Through October, FY2025 Revenue from Operations is expected to be \$6.5M compared to a forecasted \$6.7M. The Net Surplus/(Deficit) is expected to be (\$257K).

RECOMMENDATIONS AND OTHER NOTES

As we move to the web version of our accounting system, we are exploring ways to streamline the accounting processes and procedures.

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 Nine Months ended October 31, 2024

Year to Date Revenue Line Items Analysis

Through October, Government Funding at \$917K is the top revenue line item, representing 21% of Revenue from Operations. Special Events are 19%, Walks are 15%, Bequests are 15%, Major Gifts are 10%, and Contributions are 9% of Revenue from Operations.



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

Year to Date Revenue Analysis

Through October, the fundraising for Total Events is 34% of Revenue from Operations.

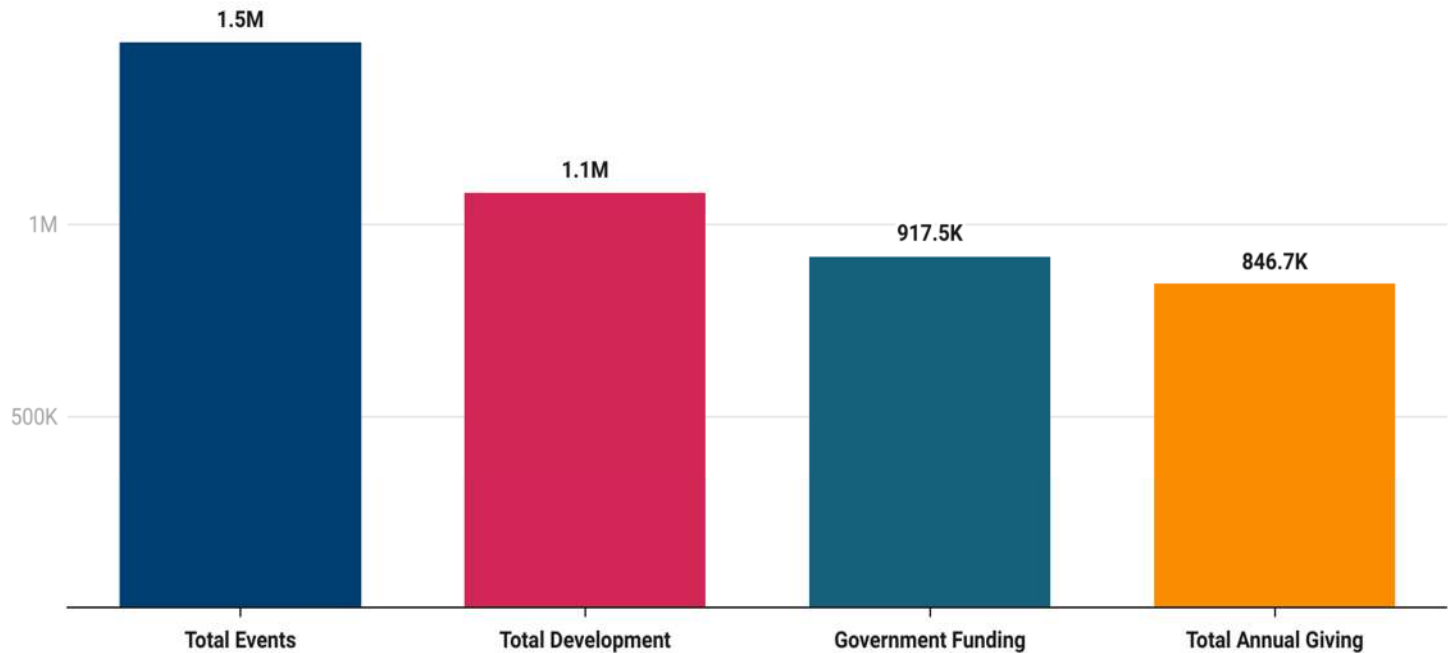


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 1,209,444	\$ 800,678	\$ 408,766
Investments	1,483,726	1,969,517	(485,790)
Pledges Receivable	477,373	422,319	55,054
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	488,342	1,151,586	(663,244)
Prepaid Expenses	109,618	150,043	(40,425)
Security Deposits	12,047	12,047	-
Property & Equipment, Net	179,702	134,993	44,709
Beneficial Interest in Perpetual Trust	460,687	395,904	64,783
Right of Use Asset-Office Lease	1,060,238	29,518	1,030,720
Right of Use Asset - Office Equipment Lease	12,699	24,535	(11,835)
Total Assets	\$ 5,430,784	\$5,028,308	\$ 402,477
Liabilities			
Accounts Payable & Other Liabilities	\$ 174,113	\$ 637,681	\$ (463,568)
Research (Revenue Restricted)	154,591	-	154,591
Research (Board Designated)	-	247,417	(247,417)
Research (Event Restricted)	50,639	-	50,639
Right of Use Liability- Office Lease	1,078,465	32,228	1,046,238
Right of Use Liability - Office Equipment Lease	13,326	25,252	(11,926)
Total Liabilities	1,471,135	942,577	528,558
Net Assets			
Without Donor Restrictions	2,939,179	2,484,520	454,659
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,959,649	4,085,731	(126,081)
Total Liabilities and Net Assets	\$ 5,430,784	\$5,028,308	\$ 402,477

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 832,795	\$ 795,195	\$ 37,600	\$ 661,334	\$ 171,461
Walks	647,800	771,278	(123,478)	668,968	(21,169)
Total Events	1,480,595	1,566,473	(85,878)	1,330,302	150,293
Annual Giving					
Contributions	374,814	204,922	169,892	222,286	152,528
Grants	187,850	574,254	(386,404)	470,250	(282,400)
Appeals	110,161	154,987	(44,826)	162,703	(52,542)
Memorials and Tributes	126,578	146,523	(19,946)	147,053	(20,475)
Workplace Giving	47,340	51,233	(3,893)	42,228	5,112
Total Annual Giving	846,743	1,131,919	(285,176)	1,044,520	(197,777)
Development					
Major Gifts	446,147	282,069	164,078	193,375	252,773
Bequests	642,646	204,613	438,033	130,000	512,646
Total Development	1,088,793	486,682	602,111	323,375	765,419
Government Funding					
	917,463	1,355,386	(437,923)	1,322,976	(405,514)
REVENUE FROM OPERATIONS	4,333,594	4,540,461	(206,867)	4,021,173	312,421
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	367,500	(358,928)
Unrealized (Loss) Gain	47,217	-	47,217	(4,238)	51,455
Interest Income	59,825	16,737	43,088	76,072	(16,247)
Total Other Revenue	115,614	16,737	98,877	439,334	(323,720)
TOTAL REVENUE	4,449,208	4,557,198	(107,990)	4,460,508	(11,299)
EXPENSES					
Care Services					
Salaries and Benefits	1,319,182	1,325,946	(6,764)	1,305,619	13,562
ALS Clinic Centers	219,944	260,005	(40,061)	223,060	(3,116)
Abrams Program	527,916	447,935	79,981	405,283	122,633
Other Service Expenses	164,977	201,757	(36,780)	177,614	(12,637)
Allocated Overhead	175,574	197,416	(21,842)	183,868	(8,294)
Total Care Services	2,407,593	2,433,059	(25,467)	2,295,444	112,148
Research					
Research Payments-Board Designated	77,951	-	77,951	76,902	1,049
Research Payments-Donor Designated	337,056	60,225	276,832	122,285	214,771
Research Payments-Event Generated	76,474	85,348	(8,874)	14,390	62,084
Research Coordinators	93,080	77,228	15,852	95,180	(2,100)
Other Research Expense	50,010	14,854	35,156	45,045	4,964
Allocated Overhead	130,055	146,234	(16,180)	136,199	(6,144)
Total Research	764,625	383,888	380,736	490,000	274,625
Education					
Education	571,366	504,592	66,774	496,711	74,655
Allocated Overhead	52,022	58,494	(6,472)	54,479	(2,458)
Total Education	623,388	563,086	60,302	551,191	72,197
Development					
Fundraising	504,688	370,941	133,747	479,952	24,736
Events	193,817	230,634	(36,817)	154,716	39,102
Allocated Overhead	65,027	73,117	(8,090)	68,099	(3,072)
Total Development	763,533	674,692	88,840	702,767	60,766
Administrative & Board					
	521,610	586,501	(64,891)	531,862	(10,252)
TOTAL EXPENSES	5,080,748	4,641,227	439,521	4,571,264	509,484
NET SURPLUS/(DEFICIT)	\$ (631,540)	\$ (84,029)	\$ (547,511)	\$ (110,756)	\$ (520,783)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Total	% of Total Revenue
REVENUE											
Events											
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 116,408	\$ 33,545	\$ 63,985	\$ 95,356	\$ 293,922	\$ 832,795	18.7%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	205,214	146,492	647,800	14.6%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	134,677	300,571	440,414	1,480,595	33.3%
Annual Giving											
Contributions	89,180	35,173	8,784	21,004	29,520	3,897	25,732	21,832	139,693	374,814	8.4%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	1,000	31,000	187,850	4.2%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	1,710	10,457	110,161	2.5%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	6,753	12,385	10,809	126,578	2.8%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	3,176	10,977	4,498	47,340	1.1%
Total Annual Giving	115,338	93,551	48,840	67,891	167,999	58,526	50,239	47,904	196,457	846,743	19.0%
Development											
Major Gifts	11,478	2,186	675	13,651	11,026	147,392	254,458	3,343	1,938	446,147	10.0%
Bequests	-	-	-	-	276,672	20,000	18,494	8,091	319,390	642,646	14.4%
Total Development	11,478	2,186	675	13,651	287,698	167,392	272,952	11,434	321,328	1,088,793	24.5%
Government Funding	66,037	71,312	71,965	76,406	145,190	293,711	100,834	92,009	-	917,463	20.6%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	754,224	579,962	558,701	451,917	958,199	4,333,594	97.4%
Other Revenue											
Miscellaneous Revenue	-	-	-	-	-	8,572	-	-	-	8,572	0.2%
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	(555)	3,802	4,942	22,180	(4,037)	47,217	1.1%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	5,935	5,714	5,449	59,825	1.3%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	18,304	10,877	27,893	1,412	115,614	2.6%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	598,266	569,578	479,810	959,611	4,449,208	100.0%
EXPENSES											
Care Services											
Salaries and Benefits	148,681	157,162	139,123	142,351	118,206	154,877	168,318	143,394	147,069	1,319,182	29.6%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	26,064	27,076	21,996	219,944	4.9%
Abrams Program	44,697	62,795	72,129	54,543	48,475	72,114	69,649	63,212	40,302	527,916	11.9%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,514	32,517	11,366	14,115	164,977	3.7%
Total Care Services	239,614	253,420	251,448	241,516	209,960	270,982	296,548	245,049	223,482	2,232,019	50.2%
Research											
Research Payments-Board Designated	77,951	-	-	-	-	-	-	-	-	77,951	1.8%
Research Payments-Donor Designated	149,754	3,621	27,786	27,077	7,834	6,435	472	5,857	108,220	337,056	7.6%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	18,475	20,254	76,474	1.7%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	93,080	2.1%
Other Research Expense	(3,807)	9,838	10,898	19,211	(1,987)	9,184	(871)	3,816	3,727	50,010	1.1%
Total Research	234,967	26,390	53,529	65,871	24,965	29,727	18,088	38,490	142,543	634,570	14.3%
Education											
Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	59,868	571,366	12.8%
Total Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	59,868	571,366	12.8%
Development											
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,287	57,516	57,214	504,688	11.3%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	18,294	53,666	193,817	4.4%
Total Development	59,065	71,542	63,107	69,084	91,864	85,737	71,415	75,810	110,880	698,505	15.7%
General & Administration											
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,835	32,747	28,615	25,401	260,281	5.9%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	13,483	14,180	102,849	2.3%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	1,334	1,026	13,147	0.3%
Dues, Books, & Subscriptions	254	452	4	17	4	41	1,024	4	-	1,802	0.0%
Postage	2,041	979	-	-	2,343	1,253	1,146	(58)	2,993	10,696	0.2%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	1,997	794	9,883	0.2%
IT & Related Expenses	42,892	36,147	26,840	27,535	28,425	24,397	29,656	21,808	35,455	273,156	6.1%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	4,653	5,082	38,297	0.9%
Telephone	1,073	1,075	1,078	1,076	3,068	1,244	1,077	1,251	359	11,301	0.3%
Meals & Entertainment	366	888	6,503	746	738	474	106	-	-	9,823	0.2%
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	4,735	4,791	26,122	0.6%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	5,735	10,755	106,756	2.4%
Miscellaneous	16,026	2,893	10,132	(3,135)	1,216	56	1,315	1,670	250	30,422	0.7%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	5,321	5,321	46,570	1.0%
Interest Expense	46	46	46	46	46	46	46	46	46	411	0.0%
Total General & Administration	113,933	94,423	110,565	90,337	98,508	139,447	100,027	90,595	106,453	944,288	21.2%
TOTAL EXPENSES	703,760	497,708	545,838	528,323	480,043	591,388	566,751	523,710	643,226	5,080,748	114.2%
NET SURPLUS/(DEFICIT)	\$(484,581)	\$(247,994)	\$(304,022)	\$(157,006)	\$279,874	\$ 6,878	\$ 2,827	\$(43,900)	\$316,385	\$ (631,540)	-14.2%

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 nine months ended October 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 nine months ended October 31, 2024
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 832,795
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	647,800
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	1,480,595
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	374,814
Grants	515,916	438,297	624,375	544,550	552,750	187,850
Appeals	210,780	370,388	320,753	246,181	284,491	110,161
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	126,578
Workplace Giving	136,125	101,838	79,146	81,235	61,817	47,340
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	846,743
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	446,147
Bequests	197,355	394,903	151,541	25,591	158,836	642,646
Total Development	907,875	1,082,681	661,510	574,447	844,394	1,088,793
Government Funding	582,070	817,437	1,322,570	1,621,492	1,538,974	917,463
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,837,889	4,333,594
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	47,217
Interest Income	57,287	10,696	2,085	52,816	101,896	59,825
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	115,614
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	4,449,208
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,319,182
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	219,944
Abrams Program	623,034	451,952	362,259	565,071	563,598	527,916
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	164,977
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	175,574
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	2,407,593
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	-	-	-	-	-	337,056
Research Payments-Event Generated	-	-	-	-	-	76,474
Research Coordinators	127,997	132,506	134,606	128,306	128,306	93,080
Other Research Expense	39,291	47,911	54,409	48,804	142,582	50,010
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	130,055
Total Research	527,468	803,477	595,572	694,759	444,535	764,625
Education						
Education	718,917	526,297	575,413	670,359	631,559	571,366
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	52,022
Total Education	813,769	601,154	638,108	733,235	680,309	623,388
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	504,688
Events	339,305	59,663	190,711	253,197	247,143	193,817
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	65,027
Total Development	980,132	695,756	783,262	980,659	961,572	763,533
Administrative & Board	914,567	721,778	604,516	999,740	888,914	521,610
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	5,080,748
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (631,540)

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Unaudited Statement of Cash Flows
for the nine months ended October 31, 2024

Net Surplus/(Deficit) for Period	\$ (631,540)
 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	46,570
Decrease (Increase) in Pledged Receivables	(36,029)
(Increase) Decrease in Investments	525,870
(Increase) Decrease in Grant Receivables	459,445
(Increase) Decrease in Receivables - Other	15,161
Decrease (Increase) in Prepaids	2,717
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(32,667)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,060,238)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	8,877
Increase (Decrease) in Accounts Payable	(13,749)
Increase (Decrease) in Accrued Liabilities	(57,178)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	154,591
Increase (Decrease) in Accrued - Research (Event Restricted)	50,639
Right of Use Liability- Office Lease	1,078,465
 Net Cash Provided (Used) by Operating Activities	 <u>410,934</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(9,016)
 Net Cash Provided (Used) by Investing Activities	 <u>(89,784)</u>
 Net Surplus/(Deficit) in Cash	 <u>321,150</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u>\$ 1,209,444</u>

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	
	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events							
Special Events	\$ 832,795	\$ 258,262	\$ 41,097	\$ 47,945	\$ 1,180,100	\$ 1,142,500	\$ 37,600
Walks	647,800	239,371	7,413	11,938	906,522	1,030,000	(123,478)
Total Events	1,480,595	497,633	48,511	59,883	2,086,622	2,172,500	(85,878)
Annual Giving							
Contributions	374,814	21,595	48,947	149,535	594,892	425,000	169,892
Grants	187,850	61,058	20,760	18,928	288,596	675,000	(386,404)
Appeals	110,161	27,146	65,396	23,471	226,174	271,000	(44,826)
Memorials and Tributes	126,578	25,477	43,362	34,637	230,054	250,000	(19,946)
Workplace Giving	47,340	4,314	9,053	10,399	71,107	75,000	(3,893)
Total Annual Giving	846,743	139,591	187,519	236,971	1,410,824	1,696,000	(285,176)
Development							
Major Gifts	446,147	453,176	113,761	150,994	1,164,078	1,000,000	164,078
Bequests	642,646	45,387	-	-	688,033	250,000	438,033
Total Development	1,088,793	498,562	113,761	150,994	1,852,111	1,250,000	602,111
Government Funding	917,463	64,334	65,999	98,063	1,145,859	1,583,783	(437,923)
REVENUE FROM OPERATIONS	4,333,594	1,200,121	415,790	545,910	6,495,416	6,702,283	(206,867)
Other Revenue							
Miscellaneous Revenue	8,572	-	-	-	8,572	-	8,572
Unrealized (Loss) Gain	47,217	-	-	-	47,217	-	47,217
Interest Income	59,825	1,860	1,860	1,860	65,404	22,316	43,088
Total Other Revenue	115,614	1,860	1,860	1,860	121,193	22,316	98,877
TOTAL REVENUE	4,449,208	1,201,980	417,650	547,770	6,616,609	6,724,599	(107,990)
EXPENSES							
Care Services							
Salaries and Benefits	1,319,182	147,327	147,327	147,327	1,761,164	1,767,928	(6,764)
ALS Clinic Centers	219,944	28,889	28,889	28,889	306,612	346,673	(40,061)
Abrams Program	527,916	47,556	54,926	49,584	679,981	600,000	79,981
Other Service Expenses	164,977	7,730	20,770	4,692	198,170	234,950	(36,780)
Allocated Overhead	175,574	19,364	19,364	19,364	233,667	263,222	(29,555)
Total Care Services	2,407,593	250,867	271,277	249,857	3,179,594	3,212,773	(33,179)
Research							
Research Payments Board Discretionary	77,951	-	-	100,000	177,951	100,000	77,951
Research Payments-Donor Designated	337,056	328	20,733	27,214	385,332	108,500	276,832
Research Payments-Event Generated	76,474	10,612	11,474	1,916	100,476	109,350	(8,874)
Research Coordinators	93,080	10,095	8,391	8,392	119,958	104,106	15,852
Other Research Expense	50,010	50,352	50,352	50,352	201,065	47,016	154,049
Allocated Overhead	130,055	14,344	14,344	14,344	173,086	194,979	(21,893)
Total Research	764,625	85,732	105,294	202,217	1,157,867	663,951	493,916
Education							
Education	571,366	25,124	25,124	25,124	646,739	688,157	(41,418)
Allocated Overhead	52,022	5,738	5,738	5,738	69,235	77,992	(8,757)
Total Education	623,388	30,862	30,862	30,862	715,973	766,149	(50,176)
Development							
Fundraising	504,688	8,249	2,234	141,100	656,271	668,280	(12,009)
Events	193,817	29,240	2,481	16,820	242,358	297,500	(55,142)
Allocated Overhead	65,027	7,172	7,172	7,172	86,543	97,490	(10,946)
Total Development	763,533	44,661	11,887	165,092	985,173	1,063,270	(78,097)
Administrative & Board	521,610	104,618	104,618	104,618	835,463	782,002	53,461
TOTAL EXPENSES	5,080,748	516,739	523,937	752,646	6,874,070	6,488,145	385,925
NET SURPLUS/(DEFICIT)	\$ (631,540)	\$ 685,241	\$ (106,287)	\$ (204,876)	\$ (257,461)	\$ 236,454	\$ (493,915)
Cash Activity	952,690	5,431	5,431	(494,569)			
Cash and Cash Equivalents Beginning	888,294	1,209,444	1,900,117	1,799,261			
Cash and Cash Equivalents Ending	\$ 1,209,444	\$ 1,900,117	\$ 1,799,261	\$ 1,099,816			