

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on October 31, 2024.

Fiscal Year 2025/For the 8 Months Ended September 30, 2024

HIGHLIGHTS

Through September, donations from Major Gifts and Bequests are more than expected and more than this time last year.

In September, Total Events raised the most money compared to the prior months. The increase in event fundraising was attributed to 4 walks.

Total revenue generated through September was \$3.4M. Development generated the most revenue.

Total expenses incurred through September amounted to \$4.4M, with the highest program expenses going to Care Services at \$1.9M, Education at \$507K, and Research at \$492K.

Category	Revenue	Expenses	Net Surplus/(Deficit)
Care Services	\$1.1M	\$2M	-\$893.6K
Research	\$149.4K	\$492K	-\$342.6K
Education	\$15.6K	\$506.7K	-\$491.2K
Development	\$2.1M	\$581K	\$1.6M
Admin	\$8.6K	\$831.1K	-\$822.5K

The expenses exclude Allocated Overhead

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

EXECUTIVE SUMMARY

Through September, the financial position remains strong. The Net Deficit in September of \$1.0M is a reduction to August's \$1.2M Net Deficit. Our cash position continues to improve. Through September, the growth in Major Gifts and Bequests continues to exceed our expectations. There is an increase in Total Events compared to this time last year, but below our expectations for this year. Total Annual Giving is less than this time last year and below our expectations, due to a decrease Grant and Appeals revenue.

FINANCIAL ANALYSIS

Statements of Financial Position



Total Liabilities are 30% of Total Assets. Through September, Cash and Cash Equivalents increased \$172K compared to this time last year. Pledges Receivable increased \$101K compared to this time last year due to receiving additional pledges in this fiscal year.

The Cash and Investment balance of \$2.5M 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 \$508K 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. Annual Giving is significantly below budget, primarily due to lower-than-expected grants and appeals. However, Total Development continues to be more than expected and more than this time last year.

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

Rolling Forecast



Through September, FY2025 Revenue from Operations is expected to be \$6.2M compared to a forecasted \$6.7M. The Net Surplus/(Deficit) is expected to be (\$392K).

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 approved 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 Eight Months ended September 30, 2024

Year to Date Revenue Line Items Analysis

Through September, Government Funding at \$826K is the top revenue line item, representing 25% of Revenue from Operations. Special Events are 16%, Walks are 15%, Major Gifts are 14%, Bequests are 10%, and Contributions are 7% of Revenue from Operations.

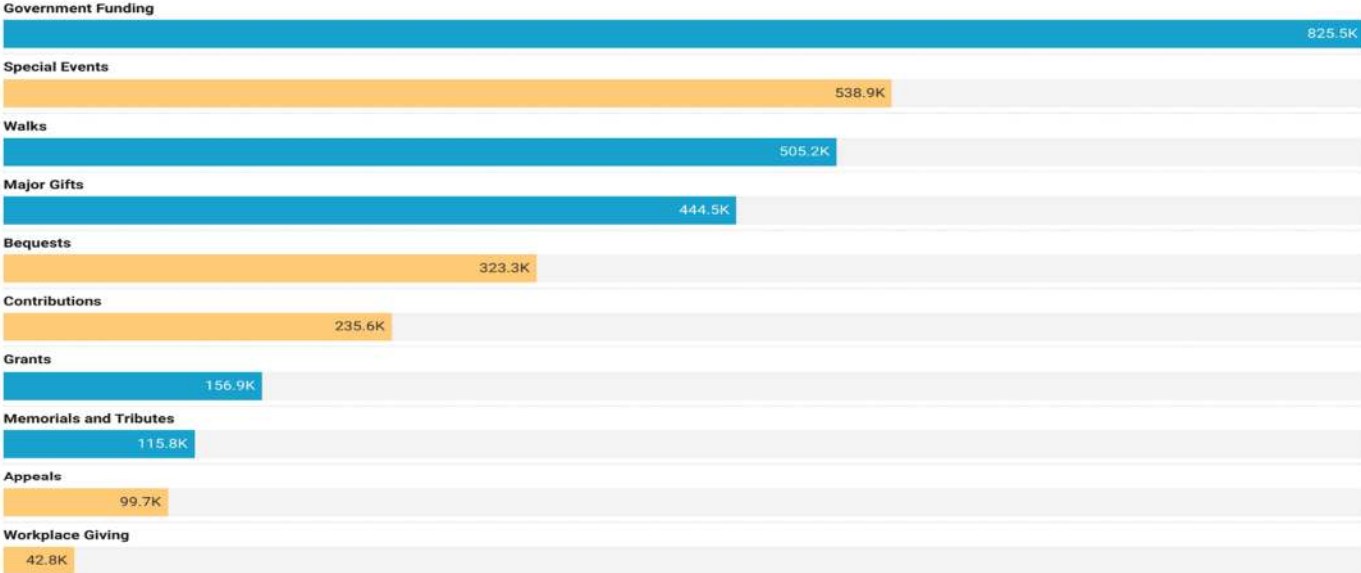


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through September, the fundraising for Events is 32% of Revenue from Operations.

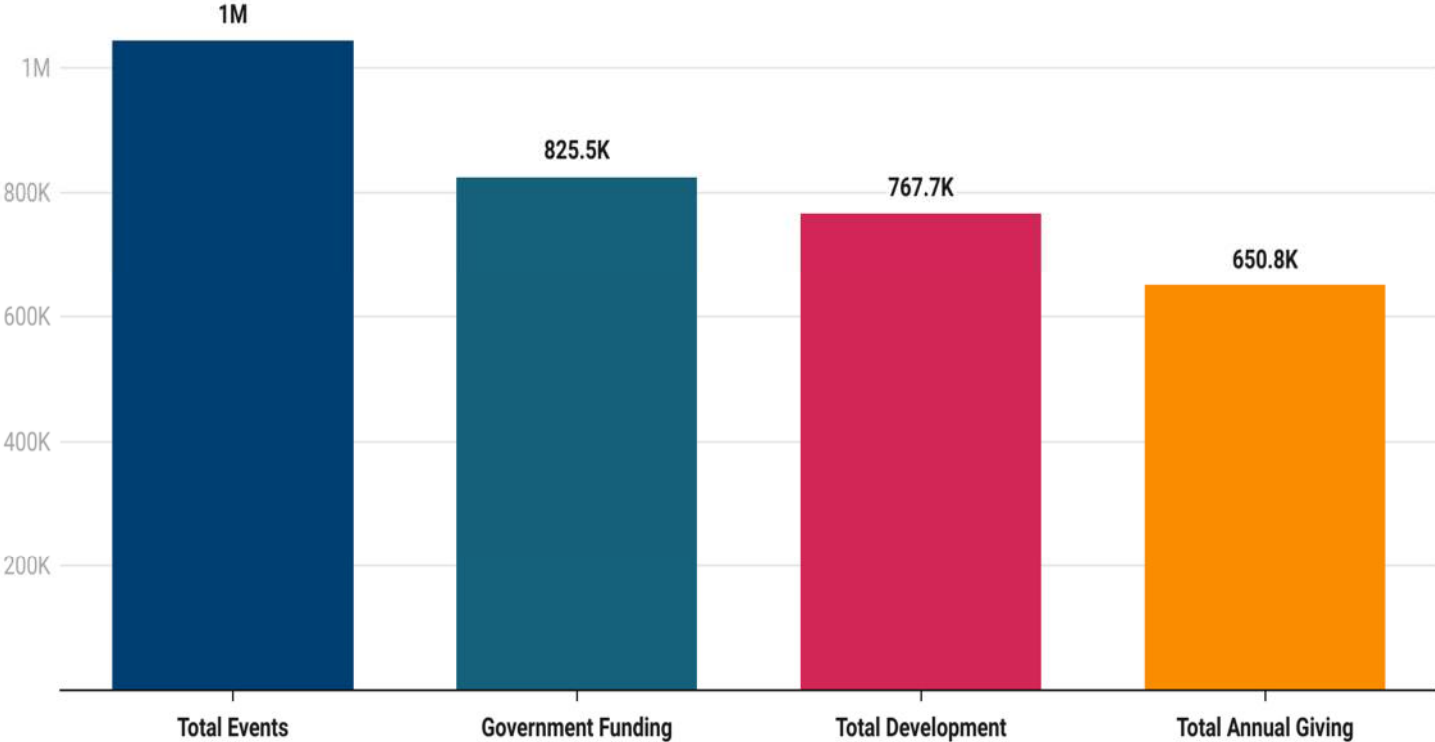


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

ALS United Mid-Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of September 30, 2024 and September 30, 2023

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 998,644	\$ 826,950	\$ 171,694
Investments	1,482,342	1,962,256	(479,913)
Pledges Receivable	446,023	345,379	100,644
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	408,302	1,000,677	(592,375)
Prepaid Expenses	92,652	102,537	(9,885)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	185,023	139,556	45,467
Beneficial Interest in Perpetual Trust	460,687	395,904	64,783
Right of Use Asset-Office Lease	1,073,168	39,358	1,033,810
Right of Use Asset - Office Equipment Lease	13,685	25,521	(11,835)
Total Assets	\$ 5,109,482	\$4,775,306	\$ 334,176
Liabilities			
Accounts Payable & Other Liabilities	\$ 180,781	\$ 415,851	\$ (235,069)
Research (Revenue Restricted)	196,371	-	196,371
Research (Board Designated)	-	224,194	(224,194)
Research (Event Restricted)	30,385	-	30,385
Right of Use Liability- Office Lease	1,090,512	32,228	1,058,285
Right of Use Liability - Office Equipment Lease	14,328	26,222	(11,894)
Total Liabilities	1,512,378	698,494	813,884
Net Assets			
Without Donor Restrictions	2,576,633	2,475,601	101,033
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,597,104	4,076,811	(479,707)
Total Liabilities and Net Assets	\$ 5,109,482	\$4,775,306	\$ 334,176

ALS United Mid-Atlantic
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Unaudited Statements of Operations
for the eight months ended September 30, 2024 and September 30, 2023

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 538,873	\$ 585,534	\$ (46,661)	\$ 486,967	\$ 51,906
Walks	505,151	542,021	(36,870)	470,122	35,029
Total Events	1,044,024	1,127,556	(83,531)	957,089	86,935
Annual Giving					
Contributions	235,567	184,391	51,176	200,016	35,551
Grants	156,850	500,678	(343,828)	410,000	(253,150)
Appeals	99,705	149,971	(50,266)	157,437	(57,732)
Memorials and Tributes	115,819	133,926	(18,107)	134,410	(18,591)
Workplace Giving	42,842	46,173	(3,331)	38,057	4,785
Total Annual Giving	650,783	1,015,139	(364,357)	939,920	(289,137)
Development					
Major Gifts	444,459	208,125	236,334	142,682	301,777
Bequests	323,256	204,613	118,643	130,000	193,256
Total Development	767,715	412,739	354,976	272,682	495,033
Government Funding	825,454	1,240,557	(415,103)	1,210,893	(385,439)
REVENUE FROM OPERATIONS	3,287,976	3,795,990	(508,014)	3,380,584	(92,608)
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	367,500	(358,928)
Unrealized (Loss) Gain	51,255	-	51,255	(3,207)	54,461
Interest Income	54,376	14,877	39,499	67,752	(13,376)
Total Other Revenue	114,202	14,877	99,325	432,045	(317,843)
TOTAL REVENUE	3,402,178	3,810,868	(408,689)	3,812,629	(410,451)
EXPENSES					
Care Services					
Salaries and Benefits	1,171,510	1,178,619	(7,109)	1,139,581	31,929
ALS Clinic Centers	192,948	231,115	(38,168)	199,303	(6,356)
Abrams Program	474,793	398,947	75,847	345,166	129,627
Other Service Expenses	146,195	198,410	(52,215)	163,996	(17,801)
Allocated Overhead	154,529	175,481	(20,952)	152,993	1,536
Total Care Services	2,139,976	2,182,572	(42,597)	2,001,040	138,935
Research					
Research Payments-Board Designated	77,951	-	77,951	73,027	4,924
Research Payments-Donor Designated	228,837	59,013	169,824	102,937	125,899
Research Payments-Event Generated	56,219	71,777	(15,558)	14,390	41,829
Research Coordinators	82,737	68,836	13,901	84,837	(2,100)
Other Research Expense	46,275	13,138	33,138	39,842	6,434
Allocated Overhead	114,466	129,986	(15,520)	113,328	1,138
Total Research	606,485	342,750	263,735	428,361	178,124
Education					
Education	506,723	441,628	65,095	437,911	68,812
Allocated Overhead	45,786	51,994	(6,208)	45,331	455
Total Education	552,510	493,622	58,887	483,242	69,267
Development					
Fundraising	444,798	363,475	81,323	417,587	27,211
Events	136,174	195,279	(59,104)	105,274	30,900
Allocated Overhead	57,233	64,993	(7,760)	56,664	569
Total Development	638,205	623,747	14,459	579,525	58,680
Administrative & Board	459,088	521,335	(62,247)	440,135	18,952
TOTAL EXPENSES	4,396,263	4,164,026	232,237	3,932,305	463,959
NET SURPLUS/(DEFICIT)	\$ (994,085)	\$ (353,158)	\$ (640,927)	\$ (119,675)	\$ (874,410)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-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	\$ 538,873	15.8%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	209,058	505,151	14.8%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	134,677	304,414	1,044,024	30.7%
Annual Giving										
Contributions	89,180	35,173	8,784	21,004	29,520	3,897	25,732	22,279	235,567	6.9%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	1,000	156,850	4.6%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	1,710	99,705	2.9%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	6,753	12,435	115,819	3.4%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	3,176	10,977	42,842	1.3%
Total Annual Giving	115,338	93,551	48,840	67,891	167,999	58,526	50,239	48,400	650,783	19.1%
Development										
Major Gifts	11,478	2,186	675	13,651	11,026	147,392	254,458	3,593	444,459	13.1%
Bequests	-	-	-	-	276,672	20,000	18,494	8,091	323,256	9.5%
Total Development	11,478	2,186	675	13,651	287,698	167,392	272,952	11,684	767,715	22.6%
Government Funding	66,037	71,312	71,965	76,406	145,190	293,711	100,834	-	825,454	24.3%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	754,224	579,962	558,701	364,498	3,287,976	96.6%
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	22,180	51,255	1.5%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	5,935	5,714	54,376	1.6%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	18,304	10,877	27,893	114,202	3.4%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	598,266	569,578	392,391	3,402,178	100.0%
EXPENSES										
Care Services										
Salaries and Benefits	148,681	157,162	139,123	142,351	118,206	154,877	168,318	142,792	1,171,510	34.4%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	26,064	22,076	192,948	5.7%
Abrams Program	44,697	62,795	72,129	54,543	48,475	72,114	65,897	54,143	474,793	14.0%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,514	32,168	7,049	146,195	4.3%
Total Care Services	239,614	253,420	251,448	241,516	209,960	270,982	292,447	226,060	1,985,447	58.4%
Research										
Research Payments-Board Designated	77,951	-	-	-	-	-	-	-	77,951	2.3%
Research Payments-Donor Designated	149,754	3,621	27,786	27,077	7,834	6,435	472	5,857	228,837	6.7%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	18,475	56,219	1.7%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	82,737	2.4%
Other Research Expense	(3,807)	9,838	10,898	19,211	(1,987)	9,184	(871)	3,808	46,275	1.4%
Total Research	234,967	26,390	53,529	65,871	24,965	29,727	18,088	38,482	492,019	14.5%
Education										
Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	68,992	506,723	14.9%
Total Education										
Development										
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,287	54,841	444,798	13.1%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	14,317	136,174	4.0%
Total Development	59,065	71,542	63,107	69,084	91,864	85,737	71,415	69,157	580,972	17.1%
General & Administration										
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,835	32,747	28,385	234,650	6.9%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	13,483	88,668	2.6%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	1,334	12,121	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	(58)	7,704	0.2%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	120	7,212	0.2%
IT & Related Expenses	42,892	36,147	26,840	27,535	28,425	24,397	29,656	19,501	235,393	6.9%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	4,653	33,215	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	4,735	21,331	0.6%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	4,671	94,938	2.8%
Miscellaneous	16,026	2,893	10,132	(3,135)	1,216	56	1,315	1,670	30,172	0.9%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	5,321	41,249	1.2%
Interest Expense	46	46	46	46	46	46	46	46	365	0.0%
Total General & Administration	113,933	94,423	110,565	90,337	98,508	139,447	100,027	83,861	831,101	24.4%
TOTAL EXPENSES	703,760	497,708	545,838	528,323	480,043	591,388	562,650	486,552	4,396,263	129.2%
NET SURPLUS/(DEFICIT)	\$(484,581)	\$(247,994)	\$(304,022)	\$(157,006)	\$279,874	\$ 6,878	\$ 6,928	\$(94,161)	\$(994,085)	-29.2%

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 eight months ended September 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 eight months ended September 30, 2024
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 538,873
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	505,151
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	1,044,024
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	235,567
Grants	515,916	438,297	624,375	544,550	552,750	156,850
Appeals	210,780	370,388	320,753	246,181	284,491	99,705
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	115,819
Workplace Giving	136,125	101,838	79,146	81,235	61,817	42,842
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	650,783
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	444,459
Bequests	197,355	394,903	151,541	25,591	158,836	323,256
Total Development	907,875	1,082,681	661,510	574,447	844,394	767,715
Government Funding						
	582,070	817,437	1,322,570	1,621,492	1,538,974	825,454
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,837,889	3,287,976
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	51,255
Interest Income	57,287	10,696	2,085	52,816	101,896	54,376
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	114,202
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	3,402,178
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,171,510
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	192,948
Abrams Program	623,034	451,952	362,259	565,071	563,598	474,793
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	146,195
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	154,529
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	2,139,976
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	-	-	-	-	-	228,837
Research Payments-Event Generated	-	-	-	-	-	56,219
Research Coordinators	127,997	132,506	134,606	128,306	128,306	82,737
Other Research Expense	39,291	47,911	54,409	48,804	142,582	46,275
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	114,466
Total Research	527,468	803,477	595,572	694,759	444,535	606,485
Education						
Education	718,917	526,297	575,413	670,359	631,559	506,723
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	45,786
Total Education	813,769	601,154	638,108	733,235	680,309	552,510
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	444,798
Events	339,305	59,663	190,711	253,197	247,143	136,174
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	57,233
Total Development	980,132	695,756	783,262	980,659	961,572	638,205
Administrative & Board						
	914,567	721,778	604,516	999,740	888,914	459,088
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	4,396,263
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (994,085)

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

Net Surplus/(Deficit) for Period	\$ (994,085)
 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	41,249
Decrease (Increase) in Pledged Receivables	(4,679)
(Increase) Decrease in Investments	527,254
(Increase) Decrease in Grant Receivables	539,484
(Increase) Decrease in Receivables - Other	15,161
Decrease (Increase) in Prepaids	19,682
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(32,667)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,073,168)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	7,890
Increase (Decrease) in Accounts Payable	6,355
Increase (Decrease) in Accrued Liabilities	(70,613)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	196,371
Increase (Decrease) in Accrued - Research (Event Restricted)	30,385
Right of Use Liability- Office Lease	1,090,512
 Net Cash Provided (Used) by Operating Activities	 <u>199,132</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(8,015)
 Net Cash Provided (Used) by Investing Activities	 <u>(88,783)</u>
 Net Surplus/(Deficit) in Cash	 <u>110,350</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u>\$ 998,644</u>

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

	Actual YTD		Forecast			Annual		
	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events								
Special Events	\$ 538,873	\$ 209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$ 1,095,839	\$ 1,142,500	\$ (46,661)
Walks	505,151	229,257	239,371	7,413	11,938	993,130	1,030,000	(36,870)
Total Events	1,044,024	438,917	497,633	48,511	59,883	2,088,969	2,172,500	(83,531)
Annual Giving								
Contributions	235,567	20,531	21,595	48,947	149,535	476,176	425,000	51,176
Grants	156,850	73,575	61,058	20,760	18,928	331,172	675,000	(343,828)
Appeals	99,705	5,016	27,146	65,396	23,471	220,734	271,000	(50,266)
Memorials and Tributes	115,819	12,598	25,477	43,362	34,637	231,893	250,000	(18,107)
Workplace Giving	42,842	5,060	4,314	9,053	10,399	71,669	75,000	(3,331)
Total Annual Giving	650,783	116,780	139,591	187,519	236,971	1,331,643	1,696,000	(364,357)
Development								
Major Gifts	444,459	73,944	453,176	113,761	150,994	1,236,334	1,000,000	236,334
Bequests	323,256	-	45,387	-	-	368,643	250,000	118,643
Total Development	767,715	73,944	498,562	113,761	150,994	1,604,976	1,250,000	354,976
Government Funding	825,454	114,829	64,334	65,999	98,063	1,168,680	1,583,783	(415,103)
REVENUE FROM OPERATIONS	3,287,976	744,471	1,200,121	415,790	545,910	6,194,268	6,702,283	(508,014)
Other Revenue								
Miscellaneous Revenue	8,572	-	-	-	-	8,572	-	8,572
Unrealized (Loss) Gain	51,255	-	-	-	-	51,255	-	51,255
Interest Income	54,376	1,860	1,860	1,860	1,860	61,815	22,316	39,499
Total Other Revenue	114,202	1,860	1,860	1,860	1,860	121,641	22,316	99,325
TOTAL REVENUE	3,402,178	746,330	1,201,980	417,650	547,770	6,315,909	6,724,599	(408,689)
EXPENSES								
Care Services								
Salaries and Benefits	1,171,510	147,327	147,327	147,327	147,327	1,760,820	1,767,928	(7,109)
ALS Clinic Centers	192,948	28,889	28,889	28,889	28,889	308,505	346,673	(38,168)
Abrams Program	474,793	48,988	47,556	54,926	49,584	675,847	600,000	75,847
Other Service Expenses	146,195	3,347	7,730	20,770	4,692	182,735	234,950	(52,215)
Allocated Overhead	154,529	19,364	19,364	19,364	19,364	231,986	263,222	(31,236)
Total Care Services	2,139,976	247,916	250,867	271,277	249,857	3,159,893	3,212,773	(52,880)
Research								
Research Payments Board Discretionary	77,951	-	-	-	100,000	177,951	100,000	77,951
Research Payments-Donor Designated	228,837	1,212	328	20,733	27,214	278,324	108,500	169,824
Research Payments-Event Generated	56,219	13,571	10,612	11,474	1,916	93,792	109,350	(15,558)
Research Coordinators	82,737	8,392	10,095	8,391	8,392	118,007	104,106	13,901
Other Research Expense	46,275	50,352	50,352	50,352	50,352	247,682	47,016	200,666
Allocated Overhead	114,466	14,344	14,344	14,344	14,344	171,841	194,979	(23,138)
Total Research	606,485	87,870	85,732	105,294	202,217	1,087,597	663,951	423,646
Education								
Education	506,723	25,124	25,124	25,124	25,124	607,220	688,157	(80,937)
Allocated Overhead	45,786	5,738	5,738	5,738	5,738	68,737	77,992	(9,255)
Total Education	552,510	30,862	30,862	30,862	30,862	675,957	766,149	(90,192)
Development								
Fundraising	444,798	11,295	8,249	2,234	141,100	607,676	668,280	(60,604)
Events	136,174	28,712	29,240	2,481	16,820	213,428	297,500	(84,072)
Allocated Overhead	57,233	7,172	7,172	7,172	7,172	85,921	97,490	(11,569)
Total Development	638,205	47,179	44,661	11,887	165,092	907,024	1,063,270	(156,245)
Administrative & Board	459,088	104,618	104,618	104,618	104,618	877,559	782,002	95,557
TOTAL EXPENSES	4,396,263	518,444	516,739	523,937	752,646	6,708,030	6,488,145	219,885
NET SURPLUS/(DEFICIT)	\$ (994,085)	\$ 227,886	\$ 685,241	\$ (106,287)	\$ (204,876)	\$ (392,120)	\$ 236,454	\$ (628,574)
Cash Activity	1,104,435	(31,769)	(31,769)	(525,469)	(31,769)			
Cash and Cash Equivalents Beginning	888,294	998,644	1,194,761	1,848,234	1,216,478			
Cash and Cash Equivalents Ending	\$ 998,644	\$ 1,194,761	\$ 1,848,234	\$ 1,216,478	\$ 979,833			