

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

Prepared by Angelo DeSantis, YPTC, on December 26, 2024.

Fiscal Year 2025/For the 10 Months Ended November 30, 2024

EXECUTIVE SUMMARY

Through November, the financial and cash position is resilient due to the better-than-expected results for Special Events, Contributions, Workplace Giving, and Bequests. However, Government Funding and Total Annual Giving continue to be less than expected. The balance of Cash and Cash Equivalents has increased by \$80K compared to last year. Pledge Receivables have also risen due to additional pledges received this year. However, Grants and Other Receivables are lower than last year, primarily due to reduced Government Funding.

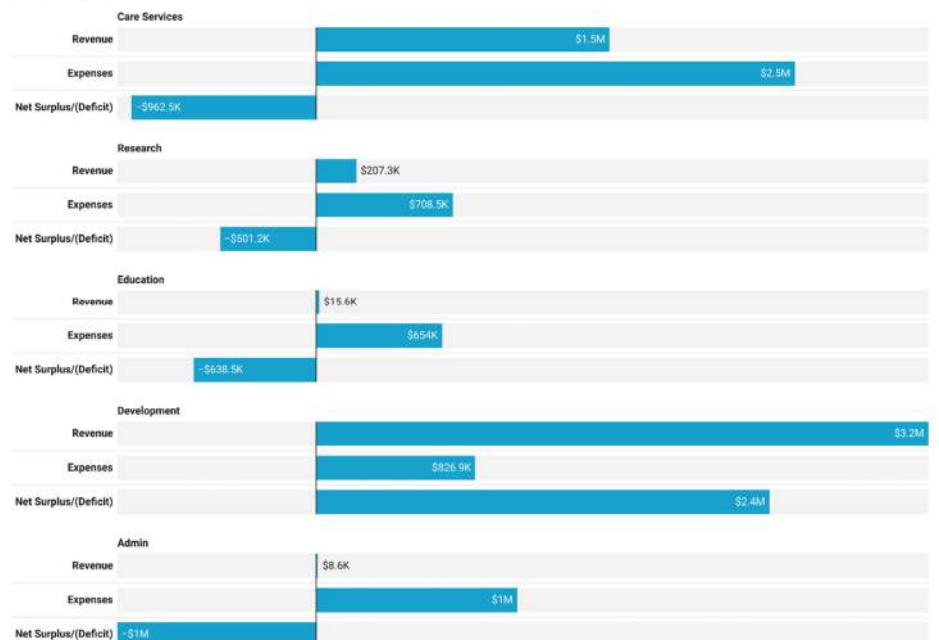
HIGHLIGHTS

In November, \$440K was raised in Total Events making it the highest monthly amount raised year to date. The majority of the money raised in November for Total Events was from the Annual Luncheon and the Greater Philadelphia Walk.

Through November, Total Events is more than this time last year due to the increase in Special Events. However, the funds raised from the Walks are less than this time last year and less than expected.

Total revenue generated through November was \$4.9M. Development continues to generate the most revenue.

Total expenses incurred through November amounted to \$5.7M, with the highest program expenses going to Care Services at \$2.5M, Research at \$708.5K, and Education at \$654K.



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

FINANCIAL ANALYSIS

Statements of Financial Position



Total Liabilities are 29% of Total Assets. Through November, the balance of Cash and Cash Equivalents is \$80K more than this time last year. Pledge Receivables are \$98K more than this time last year due to the receipt of additional pledges this year. Grants and Other Receivables continues to be less than last year due to less than expected revenue from the government grants.

The Cash and Investment balance of \$2.8M 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 \$928K less than expected. Government Funding continues to be less than expected for two reasons. 1.) The amount awarded for the 2024-2025 NJ DOH Grant is less than previous years. 2.) Due to the pending changes to the MOU with the ALS Association for the PA DOH Grant, there has been a delay in submitting invoices to the PA Department of Health. Overall, Total Annual Giving continues to be less than expected and less than last year. However, Contributions and Workplace Giving continue to be more than expected and more than this time last year. Bequests are more than expected and more than last year due to a \$319K donation received in October. Special Events is more than expected and more than this time last year due to the increase of funds raised through Lou Gehrig's Day and the Annual Luncheon.

The Net Surplus (Deficit) is unfavorable compared to the budget and compared to this time last year due to the revenue variances explained in the previous paragraph and the increase in program expenses compared to this time last year.

Rolling Forecast



Through November, it is projected that there will be \$1M in Cash and Cash Equivalents at year end.

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.

The pending /proposed changes to the MOU with the ALS Association for the PA Dept. of Health Grant is ongoing.

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 Ten Months ended November 30, 2024

Year to Date Revenue Line Items Analysis

Through November, Special Events at \$1.1M is the top revenue line item, representing 23% of Revenue from Operations. Government Funding is 19%, Walks are 17%, Bequests are 13%, and Major Gifts are 9%

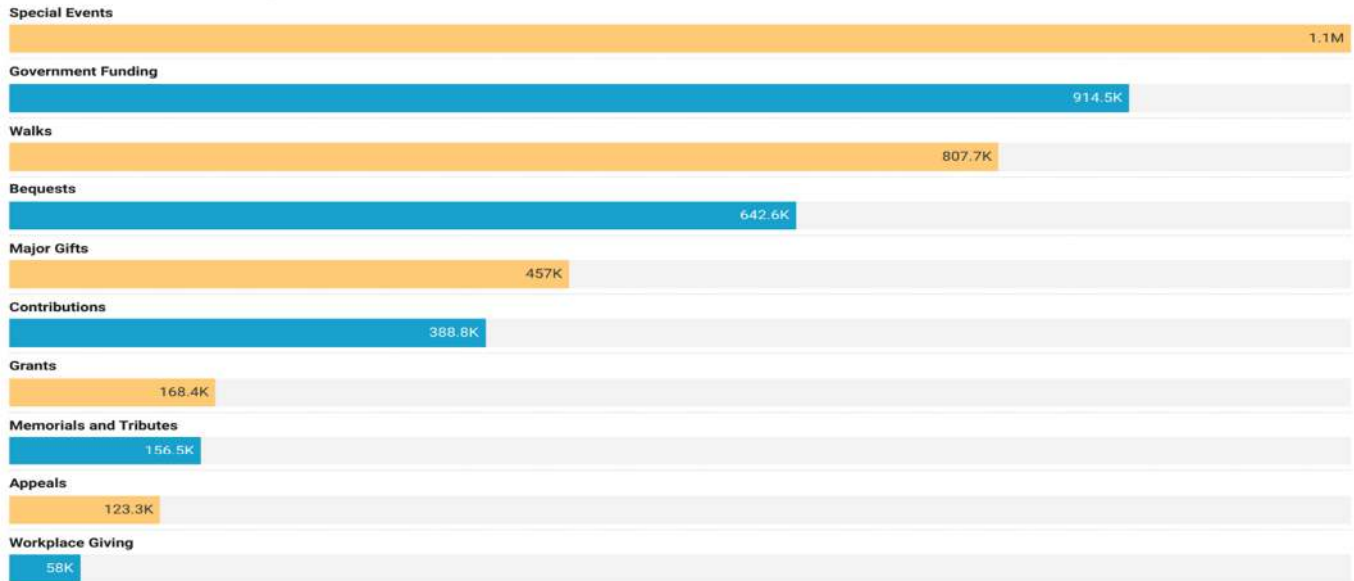


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through November, the fundraising for Total Events is 40% of Revenue from Operations.

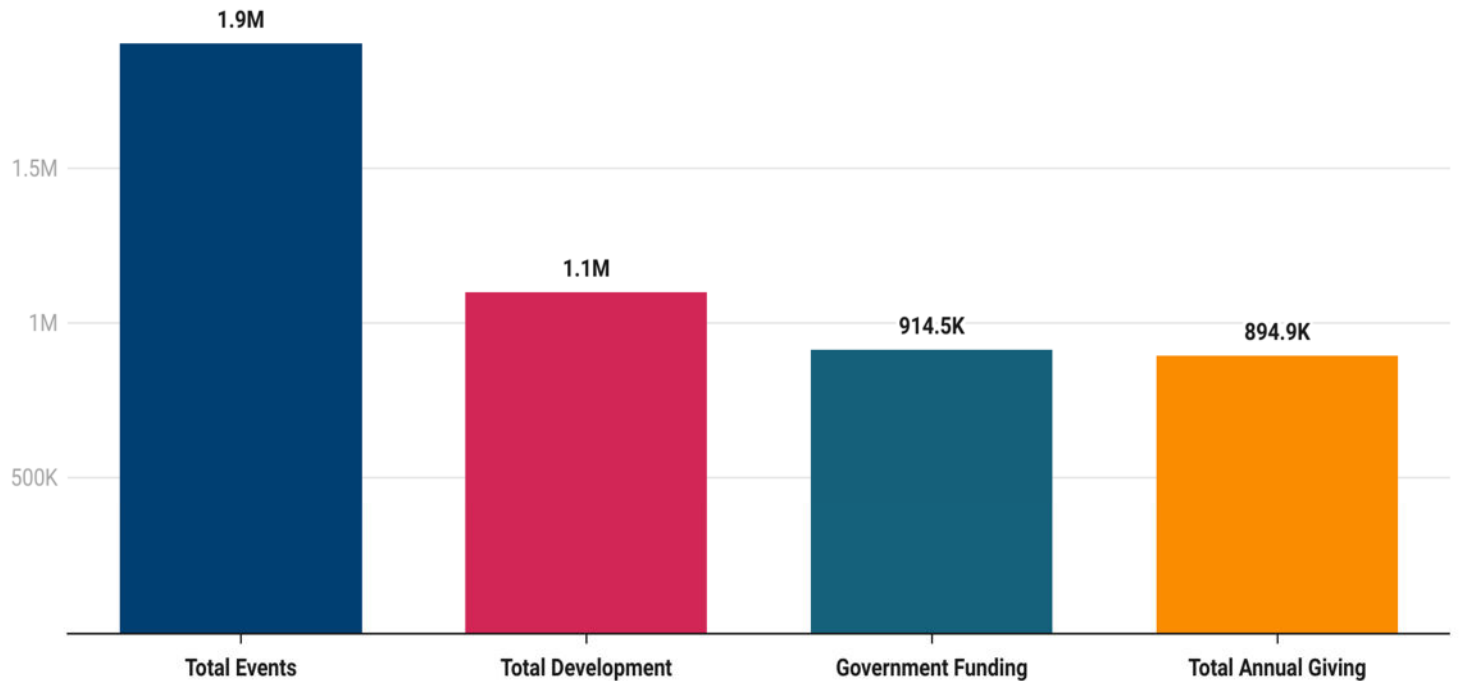


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

ALS United Mid-Atlantic
Unaudited Statements of Financial Position
as of November 30, 2024 and November 30, 2023

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 1,260,263	\$1,180,423	\$ 79,840
Investments	1,495,125	1,986,349	(491,224)
Pledges Receivable	449,586	351,969	97,617
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	425,516	1,263,337	(837,821)
Prepaid Expenses	79,764	126,586	(46,822)
Security Deposits	12,047	12,047	-
Property & Equipment, Net	174,381	130,430	43,951
Beneficial Interest in Perpetual Trust	460,687	395,904	64,783
Right of Use Asset-Office Lease	1,047,309	19,679	1,027,630
Right of Use Asset - Office Equipment Lease	11,713	23,548	(11,835)
Total Assets	\$ 5,353,297	\$5,427,440	\$ (74,143)
Liabilities			
Accounts Payable & Other Liabilities	\$ 199,128	\$ 610,246	\$ (411,118)
Research (Revenue Restricted)	204,287	-	204,287
Research (Board Designated)	-	263,596	(263,596)
Research (Event Restricted)	61,114	-	61,114
Right of Use Liability- Office Lease	1,066,419	9,949	1,056,470
Right of Use Liability - Office Equipment Lease	12,324	24,282	(11,958)
Total Liabilities	1,543,272	908,073	635,199
Net Assets			
Without Donor Restrictions	2,789,554	2,918,157	(128,602)
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,810,025	4,519,367	(709,342)
Total Liabilities and Net Assets	\$ 5,353,297	\$5,427,440	\$ (74,143)

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 1,095,681	\$ 1,053,457	\$ 42,224	\$ 876,121	\$ 219,560
Walks	807,694	1,010,649	(202,955)	876,587	(68,893)
Total Events	1,903,375	2,064,106	(160,731)	1,752,708	150,667
Annual Giving					
Contributions	388,831	226,517	162,314	245,711	143,120
Grants	168,350	635,312	(466,962)	520,250	(351,900)
Appeals	123,256	182,133	(58,877)	191,200	(67,944)
Memorials and Tributes	156,510	172,001	(15,491)	172,623	(16,113)
Workplace Giving	57,966	55,547	2,418	45,784	12,182
Total Annual Giving	894,913	1,271,510	(376,597)	1,175,568	(280,654)
Development					
Major Gifts	456,982	735,245	(278,263)	504,053	(47,071)
Bequests	642,646	249,988	392,658	158,829	483,817
Total Development	1,099,628	985,233	114,395	662,882	436,746
Government Funding	914,514	1,419,720	(505,206)	1,385,772	(471,258)
REVENUE FROM OPERATIONS	4,812,430	5,740,570	(928,140)	4,976,929	(164,500)
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	367,500	(358,928)
Unrealized (Loss) Gain	53,528	-	53,528	4,519	49,009
Interest Income	64,940	18,597	46,343	84,148	(19,208)
Total Other Revenue	127,040	18,597	108,443	456,167	(329,127)
TOTAL REVENUE	4,939,469	5,759,167	(819,697)	5,433,096	(493,627)
EXPENSES					
Care Services					
Salaries and Benefits	1,450,698	1,473,273	(22,576)	1,438,024	12,674
ALS Clinic Centers	248,393	288,894	(40,501)	251,335	(2,942)
Abrams Program	597,920	495,490	102,430	453,779	144,140
Other Service Expenses	190,479	209,487	(19,009)	204,896	(14,417)
Allocated Overhead	194,058	219,351	(25,294)	199,113	(5,055)
Total Care Services	2,681,548	2,686,497	(4,949)	2,547,146	134,401
Research					
Research Payments-Board Designated	77,951	-	77,951	77,951	-
Research Payments-Donor Designated	386,753	60,553	326,200	137,415	249,337
Research Payments-Event Generated	86,948	95,960	(9,013)	14,390	72,558
Research Coordinators	103,422	87,323	16,099	107,622	(4,200)
Other Research Expense	53,421	16,287	37,134	49,392	4,029
Allocated Overhead	143,747	162,483	(18,736)	147,491	(3,744)
Total Research	852,240	422,606	429,634	534,260	317,980
Education					
Education	654,048	561,097	92,951	572,851	81,197
Allocated Overhead	57,499	64,993	(7,494)	58,996	(1,498)
Total Education	711,547	626,090	85,457	631,847	79,699
Development					
Fundraising	563,213	372,962	190,251	531,487	31,726
Events	263,689	259,746	3,943	214,578	49,110
Allocated Overhead	71,873	81,241	(9,368)	73,745	(1,872)
Total Development	898,775	713,949	184,825	819,811	78,964
Administrative & Board	576,524	651,668	(75,144)	577,151	(626)
TOTAL EXPENSES	5,720,633	5,100,810	619,823	5,110,216	610,418
NET SURPLUS/(DEFICIT)	\$ (781,164)	\$ 658,356	\$ (1,439,520)	\$ 322,881	\$ (1,104,045)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-24	Total	% of Total Revenue
REVENUE												
Events												
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 116,408	\$ 33,545	\$ 63,985	\$ 95,356	\$ 278,865	\$ 277,943	\$ 1,095,681	22.2%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	205,214	143,941	162,446	807,694	16.4%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	134,677	300,571	422,806	440,388	1,903,375	38.5%
Annual Giving												
Contributions	89,180	35,173	8,784	16,004	29,520	6,846	25,732	21,832	128,590	27,172	388,831	7.9%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	1,000	1,000	10,500	168,350	3.4%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	1,710	9,457	14,095	123,256	2.5%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	6,753	12,385	10,809	29,932	156,510	3.2%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	3,176	10,977	4,498	10,625	57,966	1.2%
Total Annual Giving	115,338	93,551	48,840	62,891	167,999	61,475	50,239	47,904	154,353	92,325	894,913	18.1%
Development												
Major Gifts	11,478	2,186	675	18,651	11,026	147,392	254,458	3,343	1,938	5,834	456,982	9.3%
Bequests	-	-	-	-	276,672	20,000	18,494	8,091	319,390	-	642,646	13.0%
Total Development	11,478	2,186	675	18,651	287,698	167,392	272,952	11,434	321,328	5,834	1,099,628	22.3%
Government Funding	66,037	71,312	71,965	76,406	145,190	290,762	100,834	92,009	-	-	914,514	18.5%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	754,224	579,962	558,701	451,917	898,487	538,547	4,812,430	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)	6,311	53,528	1.1%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	5,935	5,714	5,449	5,115	64,940	1.3%
Total Other Revenue	12,861	25,627	2,116	10,831	5,693	18,304	10,877	27,893	1,412	11,426	127,040	2.6%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	598,266	569,578	479,810	899,899	549,973	4,939,470	100.0%
EXPENSES												
Care Services												
Salaries and Benefits	148,681	157,162	139,123	142,351	118,206	154,877	168,318	143,394	147,671	130,913	1,450,698	29.4%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	26,064	27,076	21,996	28,449	248,393	5.0%
Abrams Program	44,697	62,795	72,129	54,543	48,475	72,114	69,649	68,774	50,867	53,877	597,920	12.1%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,514	32,517	11,366	17,466	22,151	190,479	3.9%
Total Care Services	239,614	253,420	251,448	241,516	209,960	270,982	296,548	250,611	238,000	235,391	2,487,490	50.4%
Research												
Research Payments-Board Designated	77,951	-	-	-	-	-	-	-	-	-	77,951	1.6%
Research Payments-Donor Designated	149,754	3,621	27,786	27,077	7,834	6,435	472	5,857	108,220	49,696	386,753	7.8%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	18,475	20,254	10,474	86,948	1.8%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	103,422	2.1%
Other Research Expense	(3,807)	9,838	10,898	19,211	(1,987)	9,184	(871)	3,816	3,735	3,404	53,421	1.1%
Total Research	234,967	26,390	53,529	65,871	24,965	29,727	18,088	38,490	142,551	73,916	708,494	14.3%
Education												
Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,441	654,048	13.2%
Total Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,441	654,048	13.2%
Development												
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,287	57,516	63,879	51,860	563,213	11.4%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	18,294	62,464	61,073	263,689	5.3%
Total Development	59,066	71,542	63,107	69,084	91,864	85,737	71,415	75,810	126,343	112,933	826,901	16.7%
General & Administration												
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,835	32,747	28,615	25,631	26,994	287,506	5.8%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	13,483	14,332	14,266	117,267	2.4%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	1,334	1,135	468	13,725	0.3%
Dues, Books, & Subscriptions	254	452	4	17	4	41	1,024	4	186	4	1,992	0.0%
Postage	2,041	979	-	-	2,343	1,253	1,146	(58)	2,993	20	10,717	0.2%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	1,997	794	50	9,933	0.2%
IT & Related Expenses	42,892	36,147	26,840	27,535	28,425	24,397	29,656	21,808	38,976	24,302	300,978	6.1%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	4,653	5,082	4,653	42,950	0.9%
Telephone	1,073	1,075	1,078	1,076	3,068	1,244	1,077	1,251	359	2,512	13,813	0.3%
Meals & Entertainment	366	888	6,503	746	738	474	106	-	203	341	10,367	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	7,949	34,071	0.7%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	5,735	10,755	8,094	114,850	2.3%
Miscellaneous	15,959	2,893	10,132	(3,136)	1,195	35	1,258	1,670	250	157	30,414	0.6%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	5,321	5,321	5,321	51,892	1.1%
Interest Expense	46	46	46	46	46	46	46	46	46	46	457	0.0%
Total General & Administration	113,867	94,423	110,565	90,336	98,488	139,427	99,970	90,595	110,854	95,177	1,043,701	21.1%
TOTAL EXPENSES	703,694	497,708	545,838	528,322	480,022	591,368	566,694	529,272	683,858	593,858	5,720,633	115.8%
NET SURPLUS/(DEFICIT)	\$(484,514)	\$(247,994)	\$(304,022)	\$(157,004)	\$279,894	\$ 6,898	\$ 2,884	\$(49,462)	\$216,042	\$(43,884)	\$(781,164)	-15.8%

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and ten months ended November 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 ten months ended November 30, 2024
REVENUE						
Events						
Special Events	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175	\$ 1,095,681
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	807,694
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	1,903,375
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	388,831
Grants	515,916	438,297	624,375	544,550	552,750	168,350
Appeals	210,780	370,388	320,753	246,181	284,491	123,256
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	156,510
Workplace Giving	136,125	101,838	79,146	81,235	61,817	57,966
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	894,913
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	456,982
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	1,099,628
Government Funding	582,070	817,437	1,322,570	1,621,492	1,538,974	914,514
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,837,889	4,812,430
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	53,528
Interest Income	57,287	10,696	2,085	52,816	101,896	64,940
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	127,040
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	4,939,469
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,450,698
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	248,393
Abrams Program	623,034	451,952	362,259	565,071	563,598	597,920
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	190,479
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	194,058
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	2,681,548
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	-	-	-	-	-	386,753
Research Payments-Event Generated	-	-	-	-	-	86,948
Research Coordinators	127,997	132,506	134,606	128,306	128,306	103,422
Other Research Expense	39,291	47,911	54,409	48,804	142,582	53,421
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	143,747
Total Research	527,468	803,477	595,572	694,759	444,535	852,240
Education						
Education	718,917	526,297	575,413	670,359	631,559	654,048
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	57,499
Total Education	813,769	601,154	638,108	733,235	680,309	711,547
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	563,213
Events	339,305	59,663	190,711	253,197	247,143	263,689
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	71,873
Total Development	980,132	695,756	783,262	980,659	961,572	898,775
Administrative & Board	914,567	721,778	604,516	999,740	888,914	576,524
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	5,720,633
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (781,164)

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

Net Surplus/(Deficit) for Period	\$ (781,164)
 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	51,892
Decrease (Increase) in Pledged Receivables	(8,242)
(Increase) Decrease in Investments	514,471
(Increase) Decrease in Grant Receivables	503,582
(Increase) Decrease in Receivables - Other	33,849
Decrease (Increase) in Prepaids	32,570
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(32,667)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,047,309)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	9,863
Increase (Decrease) in Accounts Payable	21,099
Increase (Decrease) in Accrued Liabilities	(67,010)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	204,287
Increase (Decrease) in Accrued - Research (Event Restricted)	61,114
Right of Use Liability- Office Lease	1,066,419
 Net Cash Provided (Used) by Operating Activities	 <u>462,755</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(10,018)
 Net Cash Provided (Used) by Investing Activities	 <u>(90,786)</u>
 Net Surplus/(Deficit) in Cash	 <u>371,968</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u><u>\$ 1,260,263</u></u>

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

	Actual YTD		Forecast		Annual	
	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events						
Special Events	\$ 1,095,681	\$ 41,097	\$ 47,945	\$ 1,184,724	\$ 1,142,500	\$ 42,224
Walks	807,694	7,413	11,938	827,045	1,030,000	(202,955)
Total Events	1,903,375	48,511	59,883	2,011,769	2,172,500	(160,731)
Annual Giving						
Contributions	388,831	48,947	149,535	587,314	425,000	162,314
Grants	168,350	20,760	18,928	208,038	675,000	(466,962)
Appeals	123,256	65,396	23,471	212,123	271,000	(58,877)
Memorials and Tributes	156,510	43,362	34,637	234,509	250,000	(15,491)
Workplace Giving	57,966	9,053	10,399	77,418	75,000	2,418
Total Annual Giving	894,913	187,519	236,971	1,319,403	1,696,000	(376,597)
Development						
Major Gifts	456,982	113,761	150,994	721,737	1,000,000	(278,263)
Bequests	642,646	-	-	642,646	250,000	392,646
Total Development	1,099,628	113,761	150,994	1,364,383	1,250,000	114,383
Government Funding	914,514	65,999	98,063	1,078,576	1,583,783	(505,206)
REVENUE FROM OPERATIONS	4,812,430	415,790	545,910	5,774,131	6,702,283	(928,152)
Other Revenue						
Miscellaneous Revenue	8,572	-	-	8,572	-	8,572
Unrealized (Loss) Gain	53,528	-	-	53,528	-	53,528
Interest Income	64,940	1,860	1,860	68,659	22,316	46,343
Total Other Revenue	127,040	1,860	1,860	130,759	22,316	108,443
TOTAL REVENUE	4,939,469	417,650	547,770	5,904,890	6,724,599	(819,709)
EXPENSES						
Care Services						
Salaries and Benefits	1,450,698	147,327	147,327	1,745,352	1,767,928	(22,576)
ALS Clinic Centers	248,393	28,889	28,889	306,172	346,673	(40,501)
Abrams Program	597,920	54,926	49,584	702,430	600,000	102,430
Other Service Expenses	190,479	20,770	4,692	215,941	234,950	(19,009)
Allocated Overhead	194,058	19,364	19,364	232,786	263,222	(30,435)
Total Care Services	2,681,548	271,277	249,857	3,202,682	3,212,773	(10,091)
Research						
Research Payments Board Discretionary	77,951	-	100,000	177,951	100,000	77,951
Research Payments-Donor Designated	386,753	20,733	27,214	434,700	108,500	326,200
Research Payments-Event Generated	86,948	11,474	1,916	100,338	109,350	(9,013)
Research Coordinators	103,422	8,391	8,392	120,205	104,106	16,099
Other Research Expense	53,421	50,352	50,352	154,124	47,016	107,108
Allocated Overhead	143,747	14,344	14,344	172,434	194,979	(22,545)
Total Research	852,240	105,294	202,217	1,159,751	663,951	495,800
Education						
Education	654,048	25,124	25,124	704,296	688,157	16,139
Allocated Overhead	57,499	5,738	5,738	68,974	77,992	(9,018)
Total Education	711,547	30,862	30,862	773,270	766,149	7,121
Development						
Fundraising	563,213	2,234	141,100	706,547	668,280	38,267
Events	263,689	2,481	16,820	282,990	297,500	(14,510)
Allocated Overhead	71,873	7,172	7,172	86,217	97,490	(11,272)
Total Development	898,775	11,887	165,092	1,075,754	1,063,270	12,484
Administrative & Board	576,524	104,618	104,618	785,760	782,002	3,758
TOTAL EXPENSES	5,720,633	523,937	752,646	6,997,217	6,488,145	509,072
NET SURPLUS/(DEFICIT)	\$ (781,164)	\$ (106,287)	\$ (204,876)	\$ (1,092,327)	\$ 236,454	\$ (1,328,781)
Cash Activity	1,153,132	46,699	46,699			
Cash and Cash Equivalents Beginning	888,294	1,260,263	1,200,674			
Cash and Cash Equivalents Ending	\$ 1,260,263	\$ 1,200,674	\$ 1,042,498			