

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

Prepared by Angelo DeSantis, YPTC, on January 30, 2025.

Fiscal Year 2025/For the 11 Months Ended December 31, 2024

EXECUTIVE SUMMARY

Through December, the financial position remains strong with a very favorable comparison of Total Assets to Total Liabilities. The cash balance is \$204K more than this time last year. Revenue from Operations is more than this time last year. Fundraising for Special Events, Contributions, Workplace Giving, and Bequests continue to be more than last year. Total Research Expenses are more than this time last year. Pledge Receivables have also risen due to additional pledges received this year.

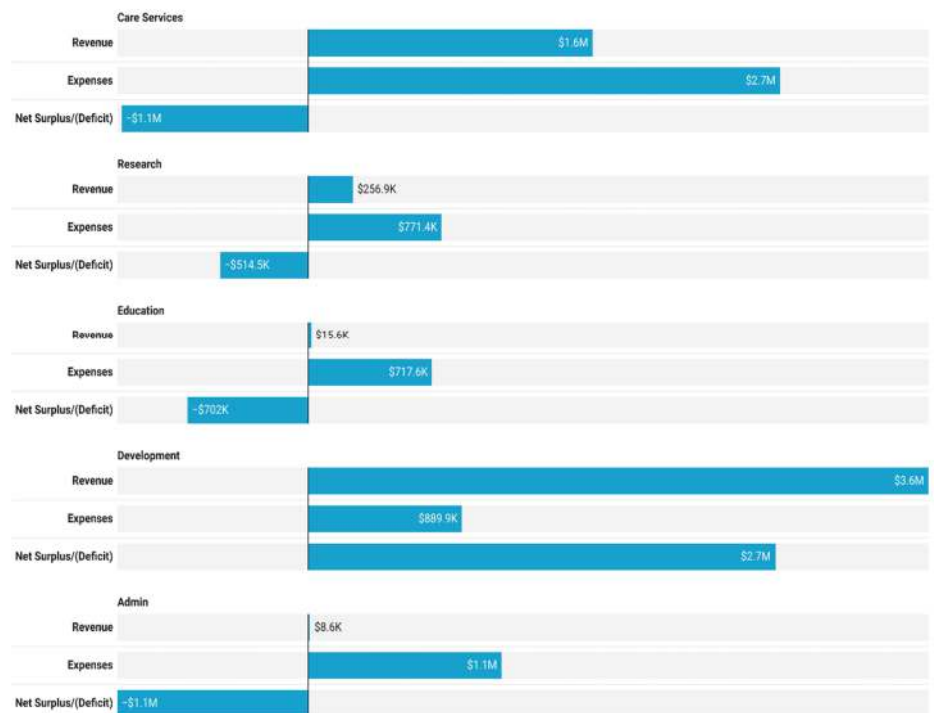
HIGHLIGHTS

In December, \$424K was raised in Total Annual Giving making it the highest monthly amount raised year to date. 40% and 44% of the December Annual Giving donations were from Contributions and Grants, respectively.

In December, \$102K in Major Gifts was received. \$61K of the Major Gifts were from Named Funds.

Total revenue generated through December was \$5.5M. Development continues to create the most revenue.

Total expenses incurred through December amounted to \$6.2M, with the highest program expenses going to Care Services at \$2.7M, Research at \$771K, and Education at \$718K.



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

Unaudited- For Management Purposes

FINANCIAL ANALYSIS

Statements of Financial Position



Total Liabilities are 28% of Total Assets. Through December, the balance of Cash and Cash Equivalents is \$204K more than this time last year. Pledge Receivables are \$130K more than this time last year due to the receipt of additional pledges for the Named Funds.

The Cash and Investment balance of \$2.9M 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 \$743K 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 changes to the MOU with the ALS Association for the PA DOH Grant and the change in terms of the Grant, there has been a delay in receiving the funds and recognizing the revenue. Overall, Total Annual Giving continues to be less than expected and less than last year. However, Contributions are \$282K more than expected and \$258K more than this time last year. Special Events continues to be 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 Total Research and Total Development expenses compared to this time last year. The increase in research expenses is due to the donations designated to research organizations.

Rolling Forecast



Through December, it is projected that there will be \$1.2M 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 new MOU with the ALS Association for the PA DOH grant has been signed by both parties. The PA DOH should be releasing the funds within the coming months.

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 Eleven Months ended December 31, 2024

Year to Date Revenue Line Items Analysis

Through December, Special Events at \$1.2M is the top revenue line item, representing 21% of Revenue from Operations. Government Funding is 17%, Walks are 15%, Bequests are 12%, and Major Gifts are 10%

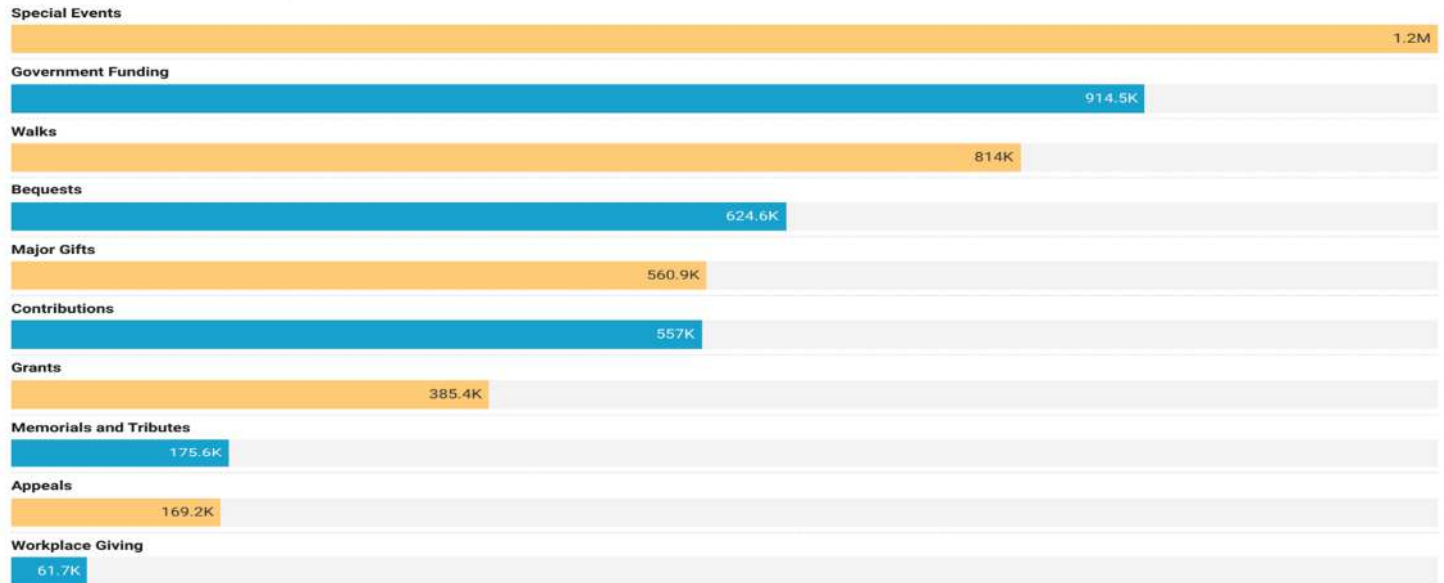


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through December, the fundraising for Total Events is 36% of Revenue from Operations.

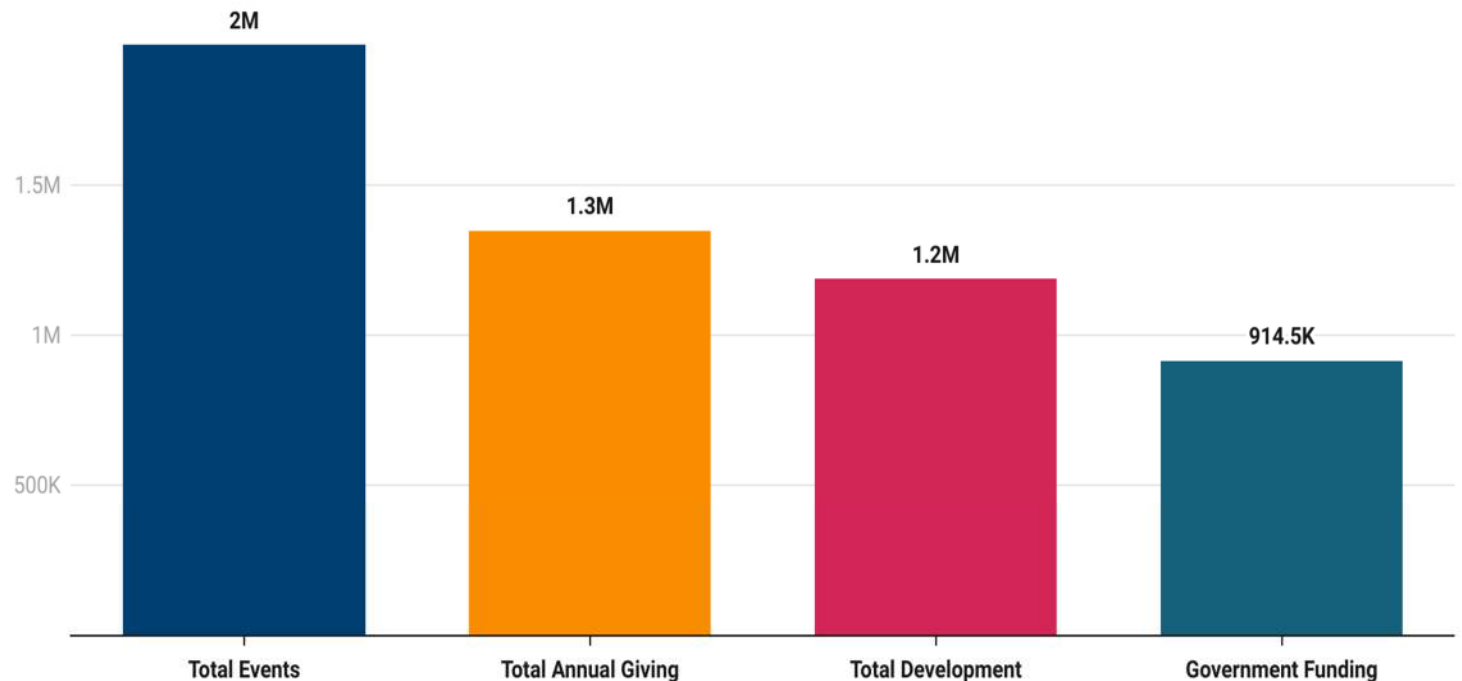


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

ALS United Mid-Atlantic
Unaudited Statements of Financial Position
as of December 31, 2024 and December 31, 2023

	2024	2023	Variance
Assets			
Cash and Cash Equivalents	\$ 1,357,227	\$ 1,153,071	\$ 204,156
Investments	1,494,740	1,999,397	(504,658)
Pledges Receivable	457,063	326,969	130,094
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	413,547	1,191,217	(777,670)
Prepaid Expenses	90,080	102,647	(12,567)
Security Deposits	12,047	12,047	-
Property & Equipment, Net	169,060	125,867	43,192
Beneficial Interest in Perpetual Trust	447,372	428,030	19,341
Right of Use Asset-Office Lease	1,034,379	9,839	1,024,539
Right of Use Asset - Office Equipment Lease	10,727	22,562	(11,835)
Total Assets	\$ 5,423,148	\$ 5,308,816	\$ 114,332
Liabilities			
Accounts Payable & Other Liabilities	\$ 156,401	\$ 528,889	\$ (372,488)
Research (Revenue Restricted)	253,906	144,224	109,682
Research (Board Designated)	-	100,000	(100,000)
Research (Event Restricted)	61,771	93,824	(32,053)
Right of Use Liability- Office Lease	1,054,372	(1,190)	1,055,562
Right of Use Liability - Office Equipment Lease	11,322	23,312	(11,990)
Total Liabilities	1,537,772	889,059	648,713
Net Assets			
Without Donor Restrictions	2,864,905	2,818,547	46,359
With Donor Restrictions	1,020,471	1,601,211	(580,740)
Total Net Assets	3,885,376	4,419,757	(534,382)
Total Liabilities and Net Assets	\$ 5,423,148	\$ 5,308,816	\$ 114,332

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 1,150,785	\$ 1,094,555	\$ 56,230	\$ 910,300	\$ 240,485
Walks	813,997	1,018,062	(204,065)	883,017	(69,020)
Total Events	1,964,782	2,112,617	(147,835)	1,793,317	171,465
Annual Giving					
Contributions	557,041	275,465	281,576	298,807	258,234
Grants	385,350	656,072	(270,722)	537,250	(151,900)
Appeals	169,193	247,529	(78,336)	259,853	(90,660)
Memorials and Tributes	175,569	215,363	(39,794)	216,142	(40,573)
Workplace Giving	61,681	64,601	(2,920)	53,245	8,436
Total Annual Giving	1,348,833	1,459,029	(110,196)	1,365,297	(16,464)
Development					
Major Gifts	560,916	849,006	(288,091)	582,043	(21,127)
Bequests	624,646	250,000	374,646	158,836	465,810
Total Development	1,185,562	1,099,006	86,555	740,879	444,683
Government Funding	914,514	1,485,720	(571,206)	1,450,193	(535,680)
REVENUE FROM OPERATIONS	5,413,691	6,156,372	(742,681)	5,349,686	64,004
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	367,500	(358,928)
Unrealized (Loss) Gain	33,529	-	33,529	40,419	(6,891)
Interest Income	71,266	20,456	50,810	93,476	(22,211)
Total Other Revenue	113,366	20,456	92,910	501,396	(388,030)
TOTAL REVENUE	5,527,057	6,176,828	(649,771)	5,851,082	(324,025)
EXPENSES					
Care Services					
Salaries and Benefits	1,608,187	1,620,601	(12,414)	1,613,172	(4,985)
ALS Clinic Centers	271,796	317,784	(45,988)	274,115	(2,319)
Abrams Program	645,296	550,416	94,879	522,425	122,870
Other Service Expenses	210,124	230,258	(20,134)	233,234	(23,110)
Allocated Overhead	207,978	241,287	(33,309)	196,478	11,499
Total Care Services	2,943,380	2,960,345	(16,965)	2,839,425	103,955
Research					
Research Payments-Board Designated	77,951	-	77,951	77,951	-
Research Payments-Donor Designated	436,372	81,286	355,086	211,868	224,504
Research Payments-Event Generated	87,605	107,434	(19,829)	14,390	73,215
Research Coordinators	112,097	95,714	16,383	117,964	(5,867)
Other Research Expense	57,406	33,456	23,950	101,459	(44,054)
Allocated Overhead	154,058	178,731	(24,673)	145,539	8,518
Total Research	925,488	496,621	428,866	669,171	256,317
Education					
Education	717,610	631,295	86,316	593,526	124,085
Allocated Overhead	61,623	71,492	(9,869)	58,216	3,407
Total Education	779,233	702,787	76,446	651,742	127,492
Development					
Fundraising	625,321	500,662	124,659	601,051	24,269
Events	264,541	290,962	(26,420)	224,328	40,213
Allocated Overhead	77,029	89,365	(12,337)	72,770	4,259
Total Development	966,891	880,989	85,902	898,149	68,741
Administrative & Board	617,878	716,835	(98,957)	569,325	48,553
TOTAL EXPENSES	6,232,870	5,757,577	475,293	5,627,812	605,059
NET SURPLUS/(DEFICIT)	\$ (705,813)	\$ 419,251	\$ (1,125,064)	\$ 223,271	\$ (929,084)

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

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-24	Dec-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	\$ 293,865	\$ 277,886	\$ 40,161	\$ 1,150,785	20.8%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	205,491	144,241	161,960	6,212	813,997	14.7%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	134,677	300,848	438,106	439,845	46,373	1,964,782	35.5%
Annual Giving													
Contributions	89,180	35,173	8,784	16,004	29,520	6,846	25,732	21,832	128,590	25,662	169,719	557,041	10.1%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	1,000	31,000	10,500	187,000	385,350	7.0%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	1,710	10,457	14,095	44,937	169,193	3.1%
Memorials and Tributes	17,276	29,514	13,798	11,124	6,992	17,927	6,753	12,435	10,809	29,932	19,008	175,569	3.2%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	3,176	10,977	4,498	10,625	3,715	61,681	1.1%
Total Annual Giving	115,338	93,551	48,840	62,891	167,999	61,475	50,239	47,954	185,353	90,815	424,380	1,348,833	24.4%
Development													
Major Gifts	11,478	2,186	675	18,651	11,026	149,017	254,458	3,593	1,938	5,834	102,059	560,916	10.1%
Bequests	-	-	-	-	276,672	-	18,494	8,091	319,390	-	2,000	624,646	11.3%
Total Development	11,478	2,186	675	18,651	287,698	149,017	272,952	11,684	321,328	5,834	104,059	1,185,562	21.5%
Government Funding	66,037	71,312	71,965	76,406	145,190	290,762	100,834	92,009	-	-	-	914,514	16.5%
REVENUE FROM OPERATIONS	206,318	224,086	239,700	360,487	754,224	561,587	558,701	452,494	944,787	536,494	574,812	5,413,691	97.9%
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	(19,999)	33,529	0.6%
Interest Income	7,900	8,723	7,243	6,683	6,248	5,930	5,935	5,714	5,449	5,115	6,326	71,266	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	(13,674)	113,366	2.1%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	579,891	569,578	480,387	946,199	547,920	561,138	5,527,057	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	131,455	156,947	1,608,187	29.1%
ALS Clinic Centers	27,211	22,983	21,556	27,519	23,063	22,476	26,064	27,076	21,996	28,449	23,403	271,796	4.9%
Abrams Program	44,697	62,795	72,129	54,543	48,475	72,114	69,649	68,774	52,307	58,546	41,267	645,296	11.7%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,514	32,517	11,366	17,466	22,227	19,569	210,124	3.8%
Total Care Services	239,614	253,420	251,448	241,516	209,960	270,982	296,548	250,611	239,440	240,678	241,185	2,735,402	49.5%
Research													
Research Payments-Board Designated	77,951	-	-	-	-	-	-	-	-	-	-	77,951	1.4%
Research Payments-Donor Designated	149,754	3,621	27,786	27,077	7,834	6,435	472	5,857	108,220	49,696	49,619	436,372	7.9%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	18,475	20,254	10,474	657	87,605	1.6%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	8,676	112,097	2.0%
Other Research Expense	(3,807)	9,838	10,898	19,211	(1,987)	9,184	(871)	3,816	3,735	3,411	3,978	57,406	1.0%
Total Research	234,967	26,390	53,529	65,871	24,965	29,727	18,088	38,490	142,551	73,923	62,929	771,430	14.0%
Education													
Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,690	63,313	717,610	13.0%
Total Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,690	63,313	717,610	13.0%
Development													
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,287	57,516	63,879	52,217	61,751	625,321	11.3%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	18,294	62,464	61,073	853	264,541	4.8%
Total Development	59,065	71,542	63,107	69,084	91,864	85,737	71,415	75,810	126,343	113,290	62,604	889,862	16.1%
General & Administration													
Salaries and Benefits	29,631	31,919	28,130	28,433	24,571	30,835	32,747	28,615	25,631	27,222	32,213	319,947	5.8%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	13,483	14,332	14,266	14,190	131,457	2.4%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	1,334	1,135	468	1,026	14,751	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	2,002	12,719	0.2%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	1,997	794	50	99	10,031	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	8,755	309,734	5.6%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	4,653	5,082	4,653	4,653	47,603	0.9%
Telephone	1,073	1,075	1,078	1,076	3,068	1,244	1,077	1,251	359	2,512	-	13,813	0.2%
Meals & Entertainment	366	888	6,503	746	738	474	106	-	203	341	36	10,403	0.2%
Travel Expense	1,226	30	765	162	200	196	192	-	-	-	29	2,799	0.1%
Bank Charges	1,494	1,208	3,389	3,738	3,306	984	2,478	4,735	4,791	7,951	1,735	35,807	0.6%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	5,735	10,755	8,094	4,441	119,291	2.2%
Miscellaneous	15,959	2,893	10,132	(3,136)	1,284	56	1,315	1,670	250	(8)	89	30,504	0.6%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	5,321	5,321	5,321	5,321	57,213	1.0%
Interest Expense	46	46	46	46	46	46	46	46	46	46	46	502	0.0%
Total General & Administration	113,867	94,423	110,565	90,336	98,576	139,447	100,027	90,595	110,854	95,242	74,634	1,118,565	20.2%
TOTAL EXPENSES	703,694	497,708	545,838	528,322	480,111	591,388	566,751	529,272	685,298	599,822	504,666	6,232,870	112.8%
NET SURPLUS/(DEFICIT)	\$(484,514)	\$(247,994)	\$(304,022)	\$(157,004)	\$ 279,806	\$ (11,497)	\$ 2,827	\$(48,885)	\$ 260,902	\$ (51,902)	\$ 56,472	\$(705,813)	-12.8%

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and eleven months ended December 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 eleven months ended December 31, 2024
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 1,150,785
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	813,997
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	1,964,782
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	557,041
Grants	515,916	438,297	624,375	544,550	552,750	385,350
Appeals	210,780	370,388	320,753	246,181	284,491	169,193
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	175,569
Workplace Giving	136,125	101,838	79,146	81,235	61,817	61,681
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	1,348,833
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	560,916
Bequests	197,355	394,903	151,541	25,591	158,836	624,646
Total Development	907,875	1,082,681	661,510	574,447	844,394	1,185,562
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	5,413,691
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	33,529
Interest Income	57,287	10,696	2,085	52,816	101,896	71,266
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	113,366
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	5,527,057
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,608,187
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	271,796
Abrams Program	623,034	451,952	362,259	565,071	563,598	645,296
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	210,124
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	207,978
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	2,943,380
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	-	-	-	-	-	436,372
Research Payments-Event Generated	-	-	-	-	-	87,605
Research Coordinators	127,997	132,506	134,606	128,306	128,306	112,097
Other Research Expense	39,291	47,911	54,409	48,804	142,582	57,406
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	154,058
Total Research	527,468	803,477	595,572	694,759	444,535	925,488
Education						
Education	718,917	526,297	575,413	670,359	631,559	717,610
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	61,623
Total Education	813,769	601,154	638,108	733,235	680,309	779,233
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	625,321
Events	339,305	59,663	190,711	253,197	247,143	264,541
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	77,029
Total Development	980,132	695,756	783,262	980,659	961,572	966,891
Administrative & Board	914,567	721,778	604,516	999,740	888,914	617,878
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	6,232,870
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (705,813)

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

Net Surplus/(Deficit) for Period	\$ (705,813)
 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	57,213
Decrease (Increase) in Pledged Receivables	(15,719)
(Increase) Decrease in Investments	514,857
(Increase) Decrease in Grant Receivables	515,551
(Increase) Decrease in Receivables - Other	33,849
Decrease (Increase) in Prepaids	22,254
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(19,351)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,034,379)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	10,849
Increase (Decrease) in Accounts Payable	(32,052)
Increase (Decrease) in Accrued Liabilities	(56,587)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	253,906
Increase (Decrease) in Accrued - Research (Event Restricted)	61,771
Right of Use Liability- Office Lease	1,054,372
 Net Cash Provided (Used) by Operating Activities	 <u>560,721</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(80,768)
Right of Use Liability- Office Equipment Lease	(11,020)
 Net Cash Provided (Used) by Investing Activities	 <u>(91,788)</u>
 Net Surplus/(Deficit) in Cash	 <u>468,933</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u><u>\$ 1,357,227</u></u>

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

	Actual YTD	Forecast		Annual	
	Dec-2024	Jan-2025	TOTALS	Budget	Variance
Events					
Special Events	\$ 1,150,785	\$ 47,945	\$ 1,198,730	\$ 1,142,500	\$ 56,230
Walks	813,997	11,938	825,935	1,030,000	(204,065)
Total Events	1,964,782	59,883	2,024,665	2,172,500	(147,835)
Annual Giving					
Contributions	557,041	149,535	706,576	425,000	281,576
Grants	385,350	18,928	404,278	675,000	(270,722)
Appeals	169,193	23,471	192,664	271,000	(78,336)
Memorials and Tributes	175,569	34,637	210,206	250,000	(39,794)
Workplace Giving	61,681	10,399	72,080	75,000	(2,920)
Total Annual Giving	1,348,833	236,971	1,585,804	1,696,000	(110,196)
Development					
Major Gifts	560,916	150,994	711,909	1,000,000	(288,091)
Bequests	624,646	-	624,646	250,000	374,646
Total Development	1,185,562	150,994	1,336,555	1,250,000	86,555
Government Funding					
	914,514	98,063	1,012,577	1,583,783	(571,206)
REVENUE FROM OPERATIONS					
	5,413,691	545,910	5,959,601	6,702,283	(742,681)
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	-	8,572
Unrealized (Loss) Gain	33,529	-	33,529	-	33,529
Interest Income	71,266	1,860	73,126	22,316	50,810
Total Other Revenue	113,366	1,860	115,226	22,316	92,910
TOTAL REVENUE					
	5,527,057	547,770	6,074,827	6,724,599	(649,771)
EXPENSES					
Care Services					
Salaries and Benefits	1,608,187	147,327	1,755,514	1,767,928	(12,414)
ALS Clinic Centers	271,796	28,889	300,685	346,673	(45,988)
Abrams Program	645,296	49,584	694,879	600,000	94,879
Other Service Expenses	210,124	4,692	214,816	234,950	(20,134)
Allocated Overhead	207,978	19,364	227,342	263,222	(35,880)
Total Care Services	2,943,380	249,857	3,193,237	3,212,773	(19,536)
Research					
Research Payments Board Discretionary	77,951	100,000	177,951	100,000	77,951
Research Payments-Donor Designated	436,372	27,214	463,586	108,500	355,086
Research Payments-Event Generated	87,605	1,916	89,521	109,350	(19,829)
Research Coordinators	112,097	8,392	120,489	104,106	16,383
Other Research Expense	57,406	50,352	107,757	47,016	60,741
Allocated Overhead	154,058	14,344	168,401	194,979	(26,578)
Total Research	925,488	202,217	1,127,705	663,951	463,753
Education					
Education	717,610	25,124	742,735	688,157	54,578
Allocated Overhead	61,623	5,738	67,361	77,992	(10,631)
Total Education	779,233	30,862	810,095	766,149	43,947
Development					
Fundraising	625,321	141,100	766,421	668,280	98,141
Events	264,541	16,820	281,361	297,500	(16,139)
Allocated Overhead	77,029	7,172	84,201	97,490	(13,289)
Total Development	966,891	165,092	1,131,983	1,063,270	68,714
Administrative & Board					
	617,878	104,618	722,496	782,002	(59,506)
TOTAL EXPENSES					
	6,232,870	752,646	6,985,516	6,488,145	497,371
NET SURPLUS/(DEFICIT)					
	\$ (705,813)	\$ (204,876)	\$ (910,689)	\$ 236,454	\$ (1,147,143)
Cash Activity					
	1,174,746	46,699			
Cash and Cash Equivalents Beginning					
	888,294	1,357,227			
Cash and Cash Equivalents Ending					
	\$ 1,357,227	\$ 1,199,050			