

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

Prepared by Angelo DeSantis, YPTC, on February 25, 2025.

Fiscal Year 2025/For the 12 Months Ended January 31, 2025

EXECUTIVE SUMMARY

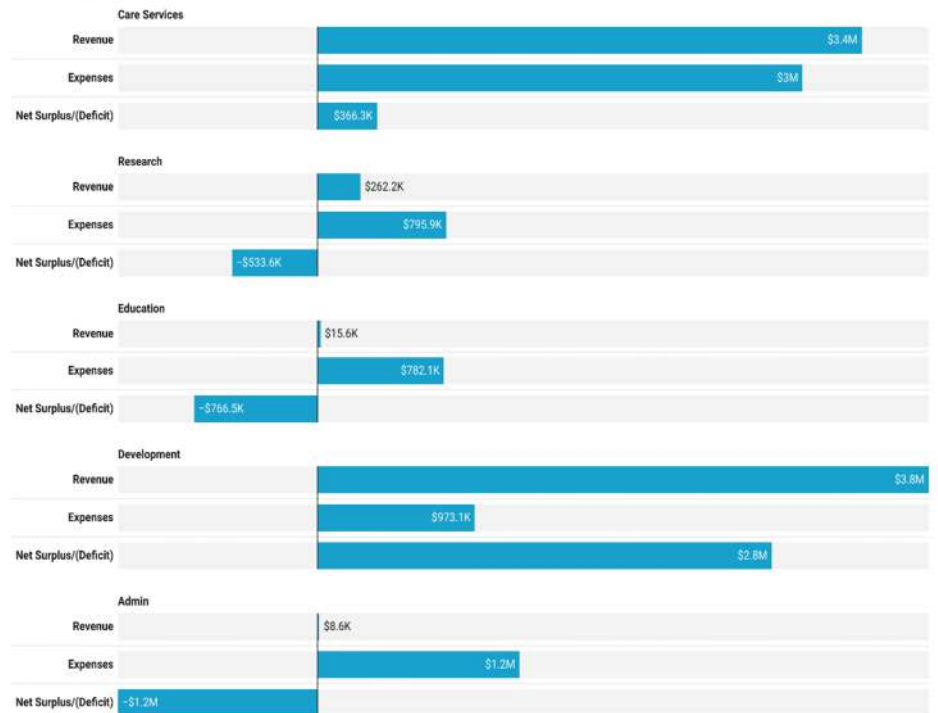
For the year, the Net Surplus is more than expected and more than last year due to the significant increase in Revenue from Operations. The financial position ended the year healthy with increases in Cash and Cash Equivalents and receivables compared to last year. Despite the delayed PA DOH grant payments, a positive net cash flow was maintained, ending the year with a 19% increase in Cash and Cash equivalents from the previous year.

HIGHLIGHTS

For the year, Total Revenue from Operations is 25% more than the previous year. This year's growth in revenue was driven by the increase in Government Funding and Bequests.

For the year, Total Revenue is \$7.4M. Development generated the most revenue at \$3.8M

Total expenses incurred through November amounted to \$6.8M, with the highest program expenses going to Care Services at \$3.0M, Research at \$796K, and Education at \$782K.



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

FINANCIAL ANALYSIS

Statements of Financial Position



For the year, the financial position is healthy due to an increase in Total Assets. The increase in Total Assets was driven by the cash and cash equivalents and the receivables. Total Liabilities compared to Total Assets is 22%, which indicates strong liquidity.

The Cash and Investment balance of \$2.6M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal. The 6-month threshold should be met when the funds from the two PA DOH Grants are received. We are expected to receive \$1.9M from the PA DOH sometime in April 2025.

Statements of Operations



Compared to the annual budget, Revenue from Operations is \$609K more than expected. The favorable results for Special Events, Contributions, Bequests and Government Funding contributed to the increase in Revenue from Operations. For the year, Total Expenses are more than expected due to the unfavorable increase in Total Education and Total Research. Compared to last year, Revenue from Operations is 25% more due to the 44% increase in Total Development and a 71% increase in Government Funding. The increase in Total Development compared to last year was due to the increase in Bequests. The substantial increase in Government Funding compared to last year is due to the award of a one-time \$1M grant from the PA DOH.

For the year, the Net Surplus is \$403K more than expected and \$244K more than last year. The favorable expected and actual results is contributed to the significant increase in Revenue from Operations.

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

Financial Reports Dashboard

For the Twelve Months ended January 31, 2025

FY2025 Revenue Line Items Analysis

For the year, Government Funding at \$2.6M is the top revenue line item, representing 36% of Revenue from Operations. Special Events is 16%, Walks are 11%, Bequests, and Contributions are 9% each, and Major Gifts are 8%

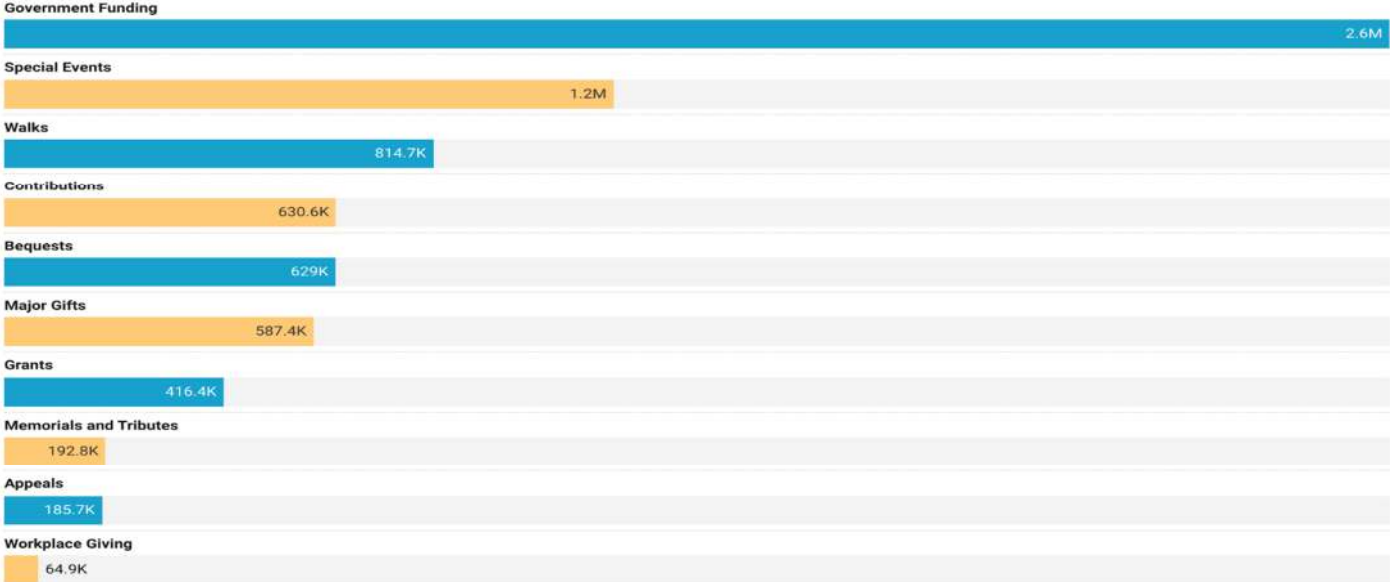


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Government Funding is 36% of Revenue from Operations for the year. Followed by Total Events at 27%, Total Annual Giving at 20% and Total Development at 17%.

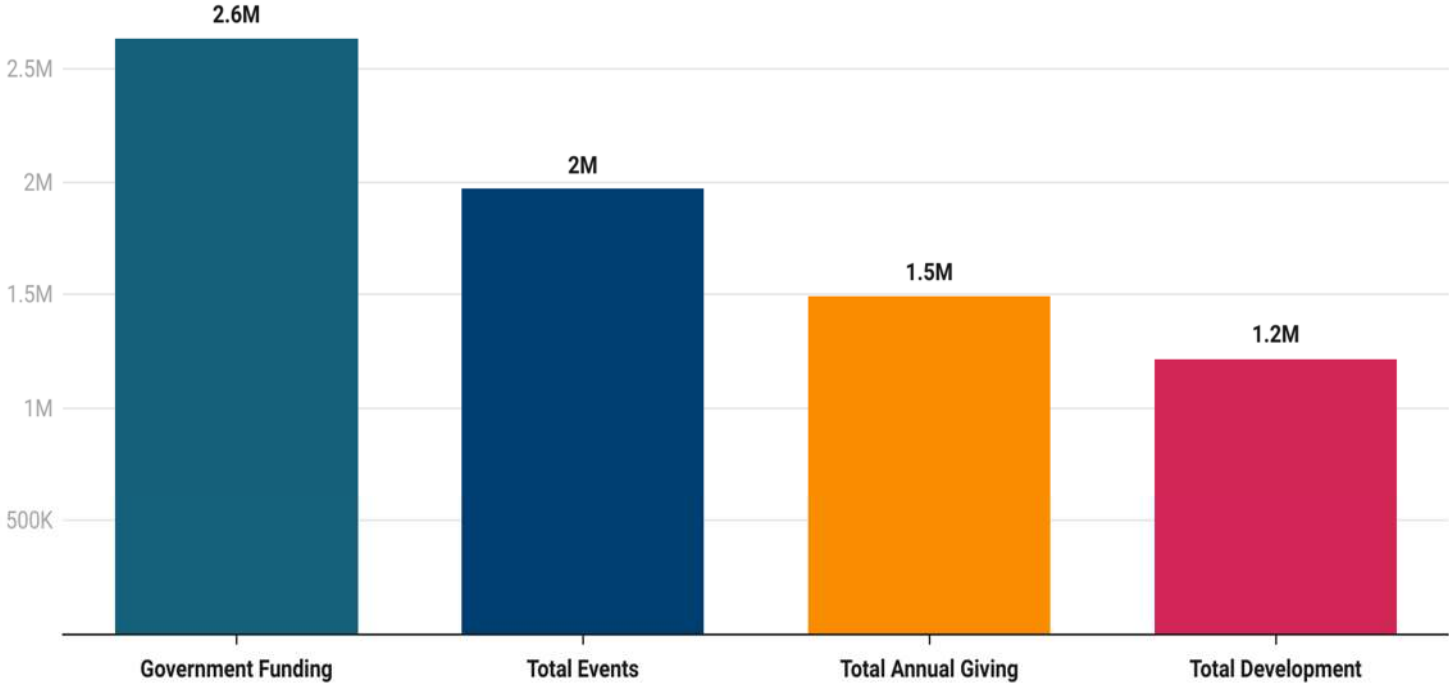


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

ALS United Mid-Atlantic
Unaudited Statements of Financial Position
as of January 31, 2025 and January 31, 2024

	2025	2024	Variance
Assets			
Cash and Cash Equivalents	\$ 1,058,636	\$ 888,294	\$ 170,342
Investments	1,503,451	2,009,596	(506,146)
Pledges Receivable	449,563	441,344	8,219
Less: Allowance for Uncollectible Pledges	(49,317)	(48,415)	(902)
Less: Discount Pledged Receivables	(14,909)	(14,678)	(231)
Grants and Other Receivables	2,044,558	962,948	1,081,611
Prepaid Expenses	54,701	112,334	(57,633)
Security Deposits	12,047	12,047	-
Property & Equipment, Net	169,929	145,504	24,424
Beneficial Interest in Perpetual Trust	456,965	428,021	28,944
Right of Use Asset-Office Lease	1,021,449	-	1,021,449
Right of Use Asset - Office Equipment Lease	9,740	21,576	(11,835)
Total Assets	\$ 6,716,813	\$4,958,571	\$ 1,758,242
Liabilities			
Accounts Payable & Other Liabilities	\$ 112,742	\$ 245,040	\$ (132,298)
Research (Revenue Restricted)	259,225	-	259,225
Research (Board Designated)	-	100,000	(100,000)
Research (Event Restricted)	61,973	-	61,973
Right of Use Liability- Office Lease	1,042,325	-	1,042,325
Right of Use Liability - Office Equipment Lease	10,321	22,342	(12,022)
Total Liabilities	1,486,586	367,382	1,119,204
Net Assets			
Without Donor Restrictions	3,843,489	2,989,978	853,511
With Donor Restrictions	1,386,738	1,601,211	(214,473)
Total Net Assets	5,230,227	4,591,189	639,038
Total Liabilities and Net Assets	\$ 6,716,813	\$4,958,571	\$ 1,758,242

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the twelve months ended January 31, 2025 and January 31, 2024

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 1,157,640	\$ 1,142,500	\$ 15,140	\$ 950,175	\$ 207,465
Walks	814,745	1,030,000	(215,255)	893,371	(78,627)
Total Events	1,972,384	2,172,500	(200,116)	1,843,546	128,839
Annual Giving					
Contributions	630,598	425,000	205,598	461,013	169,585
Grants	416,350	675,000	(258,650)	552,750	(136,400)
Appeals	185,692	271,000	(85,308)	284,491	(98,799)
Memorials and Tributes	192,846	250,000	(57,154)	250,904	(58,057)
Workplace Giving	64,882	75,000	(10,118)	61,817	3,065
Total Annual Giving	1,490,368	1,696,000	(205,632)	1,610,975	(120,607)
Development					
Major Gifts	587,423	1,000,000	(412,577)	685,558	(98,135)
Bequests	629,039	250,000	379,039	158,836	470,203
Total Development	1,216,462	1,250,000	(33,538)	844,394	372,068
Government Funding	2,631,720	1,583,783	1,047,937	1,538,974	1,092,746
REVENUE FROM OPERATIONS	7,310,934	6,702,283	608,652	5,837,889	1,473,046
Other Revenue					
Miscellaneous Revenue	8,572	-	8,572	367,500	(358,928)
Unrealized (Loss) Gain	46,927	-	46,927	42,217	4,710
Interest Income	76,200	22,316	53,884	101,896	(25,696)
Total Other Revenue	131,698	22,316	109,382	511,612	(379,914)
TOTAL REVENUE	7,442,633	6,724,599	718,034	6,349,501	1,093,132
EXPENSES					
Care Services					
Salaries and Benefits	1,795,775	1,767,928	27,847	1,773,616	22,159
ALS Clinic Centers	297,561	346,673	(49,112)	297,212	349
Abrams Program	673,069	600,000	73,069	563,598	109,471
Other Service Expenses	237,292	234,950	2,342	180,509	56,783
Allocated Overhead	232,203	263,222	(31,019)	238,926	(6,723)
Total Care Services	3,235,901	3,212,773	23,128	3,053,861	182,040
Research					
Research Payments-Board Designated	77,951	100,000	(22,049)	-	77,951
Research Payments-Donor Designated	441,690	108,500	333,190	51,770	389,921
Research Payments-Event Generated	87,807	109,350	(21,543)	14,390	73,417
Research Coordinators	120,773	104,106	16,667	128,306	(7,533)
Other Research Expense	67,658	47,016	20,642	142,582	(74,925)
Allocated Overhead	172,002	194,979	(22,977)	176,982	(4,980)
Total Research	967,881	663,951	303,929	514,030	453,850
Education					
Education	782,106	688,157	93,949	631,559	150,548
Allocated Overhead	68,801	77,992	(9,191)	70,793	(1,992)
Total Education	850,907	766,149	84,759	702,352	148,556
Development					
Fundraising	703,964	668,280	35,684	653,491	50,474
Events	269,090	297,500	(28,410)	247,143	21,947
Allocated Overhead	86,001	97,490	(11,488)	88,491	(2,490)
Total Development	1,059,055	1,063,270	(4,214)	989,124	69,931
Administrative & Board	689,850	782,002	(92,152)	695,432	(5,582)
TOTAL EXPENSES	6,803,594	6,488,145	315,450	5,954,799	848,795
NET SURPLUS/(DEFICIT)	\$ 639,038	\$ 236,454	\$ 402,585	\$ 394,702	\$ 244,336

ALS United Mid-Atlantic
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the twelve months ended January 31, 2025

	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-24	Dec-24	Jan-25	Total	% of Total Revenue
REVENUE														
Events														
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 144,843	\$ 116,408	\$ 33,545	\$ 63,985	\$ 95,356	\$ 296,496	\$ 277,886	\$ 40,161	\$ 4,224	\$ 1,157,640	15.6%
Walks	9,360	32,406	62,221	57,697	36,929	26,788	70,692	205,491	144,241	161,960	6,212	748	814,745	10.9%
Total Events	13,466	57,038	118,220	202,540	153,337	60,333	134,677	300,848	440,737	439,845	46,373	4,971	1,972,384	26.5%
Annual Giving														
Contributions	89,180	35,173	8,784	16,004	29,520	6,846	25,732	21,832	125,959	25,662	169,719	76,188	630,598	8.5%
Grants	-	20,000	15,000	10,000	85,850	25,000	-	1,000	31,000	10,500	187,000	31,000	416,350	5.6%
Appeals	2,288	1,807	8,698	20,171	40,983	9,471	14,578	1,710	10,457	14,095	44,937	16,499	185,692	2.5%
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	17,278	192,846	2.6%
Workplace Giving	6,594	7,058	2,559	5,592	4,654	2,232	3,176	10,977	4,498	10,625	3,715	3,201	64,882	0.9%
Total Annual Giving	115,338	93,551	48,840	62,891	167,999	61,475	50,239	47,954	182,722	90,815	424,380	144,166	1,490,368	20.0%
Development														
Major Gifts	11,478	2,186	675	18,651	11,026	149,017	254,458	3,593	1,938	5,834	102,059	26,507	587,423	7.9%
Bequests	-	-	-	-	276,672	-	18,494	8,091	319,390	-	2,000	4,393	629,039	8.5%
Total Development	11,478	2,186	675	18,651	287,698	149,017	272,952	11,684	321,328	5,834	104,059	30,900	1,216,462	16.3%
Government Funding														
	66,037	71,312	71,965	76,406	145,190	2,200,810	-	-	-	-	-	-	2,631,720	35.4%
REVENUE FROM OPERATIONS														
	206,318	224,086	239,700	360,487	754,224	2,471,636	457,867	360,485	944,787	536,494	574,812	180,038	7,310,934	98.2%
Other Revenue														
Miscellaneous Revenue	-	-	-	-	-	8,572	-	-	-	-	-	-	8,572	0.1%
Unrealized (Loss) Gain	4,961	16,905	(5,127)	4,148	(555)	3,802	4,942	22,180	(4,037)	6,311	(19,999)	13,398	46,927	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	4,934	76,200	1.0%
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)	18,332	131,698	1.8%
TOTAL REVENUE	219,179	249,714	241,815	371,318	759,917	2,489,940	468,744	388,378	946,199	547,920	561,138	198,369	7,442,633	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	157,488	187,047	1,795,775	24.1%
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	25,765	297,561	4.0%
Abrams Program	44,697	62,795	72,129	54,543	48,475	72,114	69,649	68,774	52,307	58,546	43,041	26,000	673,069	9.0%
Other Service Expenses	19,025	10,481	18,640	17,103	20,215	21,514	32,517	11,366	17,466	22,227	29,397	17,341	237,292	3.2%
Total Care Services	239,614	253,420	251,448	241,516	209,960	270,982	296,548	250,611	239,440	240,678	253,328	256,153	3,003,698	40.4%
Research														
Research Payments-Board Designated	77,951	-	-	-	-	-	-	-	-	-	-	-	77,951	1.0%
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	5,319	441,690	5.9%
Research Payments-Event Generated	727	2,588	4,502	9,241	8,776	3,767	8,144	18,475	20,254	10,474	657	202	87,807	1.2%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	8,676	8,676	120,773	1.6%
Other Research Expense	(3,807)	9,838	10,898	19,211	(1,987)	9,184	(871)	3,816	3,735	3,411	3,986	10,244	67,658	0.9%
Total Research	234,967	26,390	53,529	65,871	24,965	29,727	18,088	38,490	142,551	73,923	62,937	24,440	795,878	10.7%
Education														
Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,690	64,117	63,692	782,106	10.5%
Total Education	56,180	51,934	67,188	61,515	54,745	65,495	80,673	73,766	66,109	76,690	64,117	63,692	782,106	10.5%
Development														
Fundraising	53,261	54,577	52,195	54,962	46,175	59,501	69,287	57,516	63,879	52,217	63,685	76,710	703,964	9.5%
Events	5,805	16,965	10,913	14,122	45,689	26,236	2,128	18,294	62,464	61,073	2,829	2,572	269,090	3.6%
Total Development	59,065	71,542	63,107	69,084	91,864	85,737	71,415	75,810	126,343	113,290	66,514	79,282	973,054	13.1%
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	32,439	36,821	356,994	4.8%
Office Rent	861	977	14,403	14,189	15,378	13,559	15,817	13,483	14,332	14,266	14,266	17,095	148,628	2.0%
Office Expense	1,238	1,138	2,884	1,445	1,130	1,376	1,576	1,334	1,135	468	1,120	1,234	16,079	0.2%
Dues, Books, & Subscriptions	254	452	4	17	4	41	1,024	4	186	4	-	74	2,066	0.0%
Postage	2,041	979	-	-	2,343	1,253	1,146	(58)	2,993	20	2,194	1,082	13,993	0.2%
Printing & Copying	1,958	1,073	356	633	619	1,941	511	1,997	794	50	99	39	10,071	0.1%
IT & Related Expenses	42,892	36,147	26,840	27,535	28,425	24,397	29,656	21,808	38,976	24,302	22,335	18,205	341,519	4.6%
Insurance	4,764	4,764	4,831	4,281	4,281	4,130	1,511	4,653	5,082	4,653	4,653	9,043	56,645	0.8%
Telephone	1,073	1,073	1,078	1,076	3,068	1,244	1,077	1,251	359	2,512	1,329	1,137	16,279	0.2%
Meals & Entertainment	366	888	6,503	746	738	474	106	-	203	341	4,086	118	14,571	0.2%
Travel Expense	1,226	30	765	162	200	196	192	-	-	-	29	27	2,827	0.0%
Bank Charges	1,494	1,208	3,389	3,738	3,306	984	2,478	4,735	4,791	7,951	1,735	2,088	37,895	0.5%
Professional Fees	5,176	5,920	6,290	5,920	7,863	53,594	5,504	5,735	10,755	8,094	7,679	13,375	135,903	1.8%
Miscellaneous	16,026	2,893	10,132	(3,135)	1,304	76	1,372	1,670	250	8	89	1,621	32,306	0.4%
Depreciation	4,887	4,914	4,914	5,250	5,321	5,321	5,321	5,321	5,321	5,321	5,321	5,321	62,534	0.8%
Interest Expense	46	46	46	46	46	46	46	46	46	46	46	46	548	0.0%
Total General & Administration	113,933	94,423	110,565	90,337	98,597	139,467	100,084	90,595	110,854	95,258	97,419	107,326	1,248,857	16.8%
TOTAL EXPENSES	703,760	497,708	545,838	528,323	480,131	591,408	566,808	529,272	685,298	599,838	544,316	530,893	6,803,594	91.4%
NET SURPLUS/(DEFICIT)	\$(484,581)	\$(247,994)	\$(304,022)	\$(157,006)	\$ 279,786	\$1,898,532	\$ (98,064)	\$(140,894)	\$ 260,902	\$ (51,918)	\$ 16,822	\$(332,523)	\$ 639,038	8.6%

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and twelve months ended January 31, 2025

	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 twelve months ended January 31, 2025
REVENUE						
Events						
Special Events	\$1,552,655	\$ 706,907	\$ 870,507	\$1,159,105	\$ 950,175	\$ 1,157,640
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	814,745
Total Events	2,957,765	1,343,482	1,874,610	2,262,283	1,843,546	1,972,384
Annual Giving						
Contributions	418,874	482,917	551,885	520,844	461,013	630,598
Grants	515,916	438,297	624,375	544,550	552,750	416,350
Appeals	210,780	370,388	320,753	246,181	284,491	185,692
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	192,846
Workplace Giving	136,125	101,838	79,146	81,235	61,817	64,882
Total Annual Giving	1,490,240	1,653,975	1,899,529	1,685,610	1,610,975	1,490,368
Development						
Major Gifts	710,520	687,779	509,969	548,856	685,558	587,423
Bequests	197,355	394,903	151,541	25,591	158,836	629,039
Total Development	907,875	1,082,681	661,510	574,447	844,394	1,216,462
Government Funding	582,070	817,437	1,322,570	1,621,492	1,538,974	2,631,720
REVENUE FROM OPERATIONS	5,937,949	4,897,576	5,758,220	6,143,833	5,837,889	7,310,934
Other Revenue						
Miscellaneous Revenue	-	-	-	-	367,500	8,572
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	46,927
Interest Income	57,287	10,696	2,085	52,816	101,896	76,200
Total Other Revenue	90,170	37,706	13,880	(28,994)	511,612	131,698
TOTAL REVENUE	6,028,119	4,935,282	5,772,100	6,114,838	6,349,501	7,442,633
EXPENSES						
Care Services						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	1,795,775
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	297,561
Abrams Program	623,034	451,952	362,259	565,071	563,598	673,069
Other Service Expenses	298,724	149,085	184,523	323,781	180,509	237,292
Allocated Overhead	320,125	252,643	211,598	212,207	164,534	232,203
Total Care Services	3,097,259	2,644,167	2,597,016	2,972,882	2,979,469	3,235,901
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	-	-	-	-	-	441,690
Research Payments-Event Generated	-	-	-	-	-	87,807
Research Coordinators	127,997	132,506	134,606	128,306	128,306	120,773
Other Research Expense	39,291	47,911	54,409	48,804	142,582	67,658
Allocated Overhead	159,717	224,936	188,392	195,469	121,877	172,002
Total Research	527,468	803,477	595,572	694,759	444,535	967,881
Education						
Education	718,917	526,297	575,413	670,359	631,559	782,106
Allocated Overhead	94,852	74,857	62,696	62,876	48,751	68,801
Total Education	813,769	601,154	638,108	733,235	680,309	850,907
Development						
Fundraising	522,262	542,522	514,182	648,866	653,491	703,964
Events	339,305	59,663	190,711	253,197	247,143	269,090
Allocated Overhead	118,565	93,571	78,370	78,595	60,938	86,001
Total Development	980,132	695,756	783,262	980,659	961,572	1,059,055
Administrative & Board	914,567	721,778	604,516	999,740	888,914	689,850
TOTAL EXPENSES	6,333,195	5,466,332	5,218,475	6,381,275	5,954,799	6,803,594
NET SURPLUS/(DEFICIT)	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ 639,038

**ALS United Mid-Atlantic
Unaudited Statement of Cash Flows
for the twelve months ended January 31, 2025**

Net Surplus/(Deficit) for Period	\$ 639,038
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash Provided (Used) by Operating Activities	
Depreciation (Total of Care Services + General & Administrative)	62,534
Provision for Uncollectible Pledge Receivables	902
Discount on Pledge Receivables	231
Provided (Used) by Operating Activities	
Decrease (Increase) in Pledged Receivables	(8,219)
(Increase) Decrease in Investments	506,146
(Increase) Decrease in Grant Receivables	(1,134,148)
(Increase) Decrease in Receivables - Other	52,537
Decrease (Increase) in Prepaids	57,633
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(28,944)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,021,449)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	11,835
Increase (Decrease) in Accounts Payable	(57,254)
Increase (Decrease) in Accrued Liabilities	(75,043)
Increase (Decrease) in Accrued - Research (Board Restricted)	(100,000)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	259,225
Increase (Decrease) in Accrued - Research (Event Restricted)	61,973
Right of Use Liability- Office Lease	1,042,325
 Net Cash Provided (Used) by Operating Activities	 <u>269,322</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(86,958)
Right of Use Liability- Office Equipment Lease	(12,022)
 Net Cash Provided (Used) by Investing Activities	 <u>(98,980)</u>
 Net Surplus/(Deficit) in Cash	 <u>170,342</u>
 Cash and Cash Equivalents Beginning	 <u>888,294</u>
 Cash and Cash Equivalents Ending	 <u>\$ 1,058,636</u>