

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

Prepared February 26, 2026, by Angelo DeSantis, YPTC

January 2026 | Fiscal Year-End January 31, 2026



EXECUTIVE SUMMARY

ALS United Mid-Atlantic ended the year with an operating deficit of \$54K, which is consistent with the prior year but falls short of the budgeted surplus. Total revenue for the period was \$6.8M, due to the strong performance in government funding and annual giving, but this growth was offset by the less than expected results in special events and major gifts. Total expenses were held below budget, driven by cost efficiencies in Care Services, which offset the higher costs of the other programs. The organization's financial position remains stable; however, cash and cash equivalents declined significantly—by \$822K—primarily due to increased allocations to long-term investments.

HIGHLIGHTS

In January, \$95K was received in Bequests.

FINANCIAL HIGHLIGHTS

Statements of Financial Position:

- Through year-end, Total Assets decreased by \$93K, primarily due to:
 - Amortization of lease right-of-use assets.
 - A reduction in cash and cash equivalents, which is partially offset by increased investments.
 - The increase in investments is due to a transfer of funds from the operating cash accounts.
- Through year-end, there were increases in the following assets:
 - Grants and other receivables – a \$1M PA DOH Grant was approved in January. The funds are expected to be received in March 2026.
 - Property and equipment increased due to the ongoing improvements for the Care Services Database.
 - Beneficial interest in perpetual trust, aka The Blewitt Trust – the increase is due to market performance.
- The Cash and Cash Equivalents and Investments balance of \$2.5M will cover actual expenses for 4.4 months and budgeted expenses for 4.2 months.
- Through year-end, Total Liabilities decreased by \$87K due to:
 - Reduction in the office lease and office equipment lease liability.
- Total Liabilities to Total Assets is 16% compared to 17% this time last year.

Statements of Operations:

- Through year-end, Total Revenue totaled \$6.8M, which is favorable by \$339K compared to last year, and unfavorable by \$465K compared to the budget.
 - Total annual giving and government funding were the main drivers for the increased revenue compared to last year. Compared to last year, annual giving increased 18% and government funding increased 33%.
- Through year-end, Total Expenses are favorable to the budget by \$324K and \$336K unfavorable compared to last year.
- The year ended with a \$54K deficit.
 - The \$1M PA DOH grant awarded in January offset the \$755K deficit through December.
 - The expected \$100K grant from the Julius and Ray Charlestein Foundation was not received, as they shifted their philanthropic priorities and instead contributed \$40K in support of the Annual Celebration. Had the original \$100K grant been secured or pledged, the fiscal year would have ended with a \$6K surplus.

RECOMMENDATIONS AND OTHER NOTES

- Through January 31, 2026, a total of \$290K has been allocated for the ALSUM's Research Grant Program. The source of funds are donations restricted for research and portions of revenue from ALSUM's major events.
- Due to a delay in receiving the funds from the PA DOH Grant, a transfer of \$500K from the investment account was made in February to cover operating costs.

ATTACHMENTS

- Financial Dashboard
- Unaudited Statements of Financial Position
- Unaudited Statements of Operations
- Unaudited Statement of Operations with General & Administrative Expenses by Month
- Unaudited Statements of Operations for the Fiscal Years ended January 31, 2021, 2022, 2023, 2024, 2025, and twelve months ended January 31, 2026
- Unaudited Statement of Cash Flows

Please let me know if you have any questions on the attached reports.

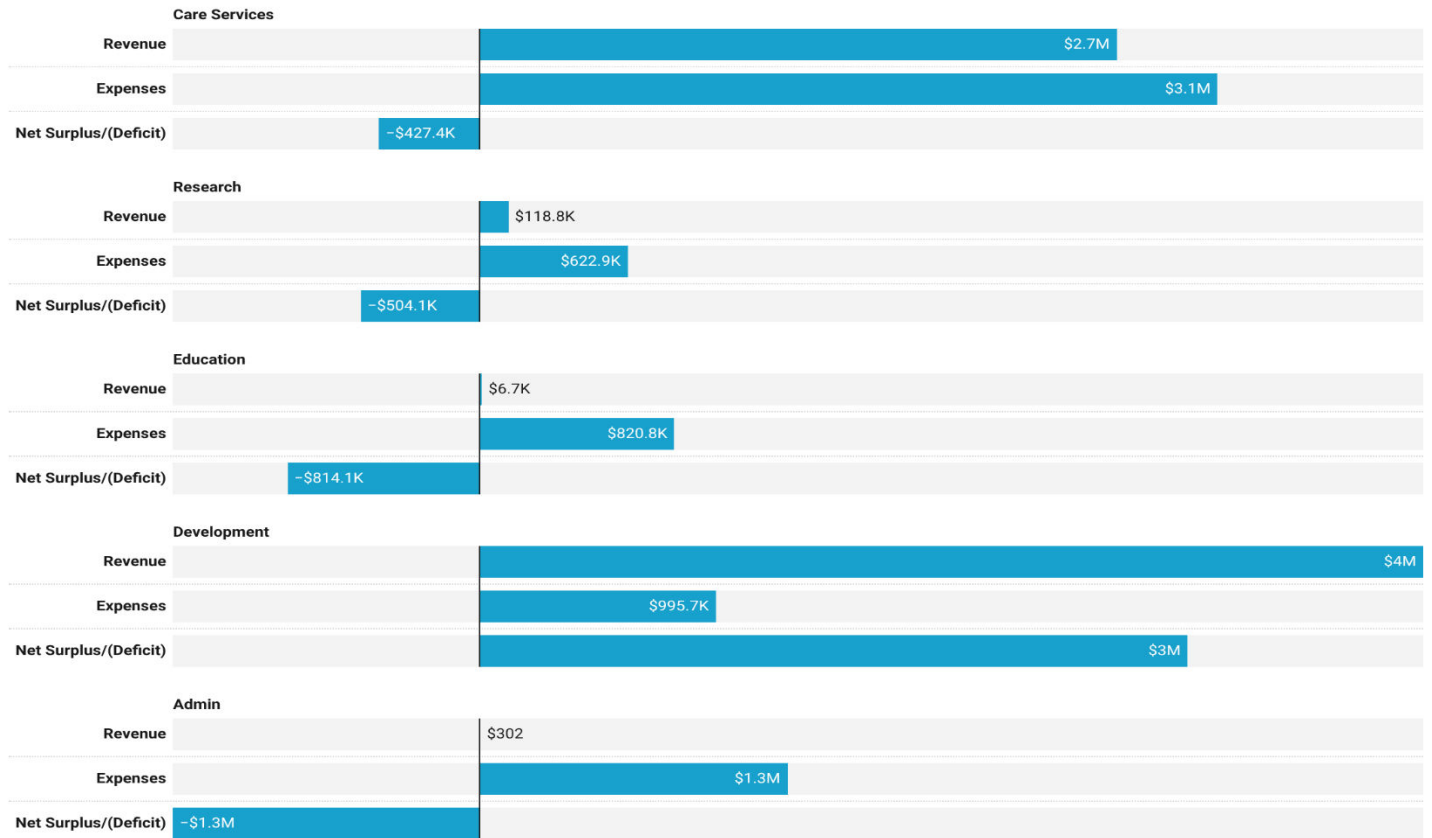
Note(s):

- *All numbers are presented to the nearest dollar; some rounding differences may appear on the attached financial statements.*
- *Data is sourced from ALS United Mid-Atlantic's accounting system, the board approved budget, and forecasts prepared in communication with management.*

FINANCIAL DASHBOARD

For the year, Development generated the most revenue at \$4.0M.

Total expenses incurred through January amounted to \$6.9M, with the highest program expenses going to Care Services at \$3.1M, Research at \$623K, and Education at \$821K.



The expenses exclude Allocated Overhead

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

FY2026 Revenue Line Items Analysis

For the year, Government Funding represent 33% of Revenue from Operations.

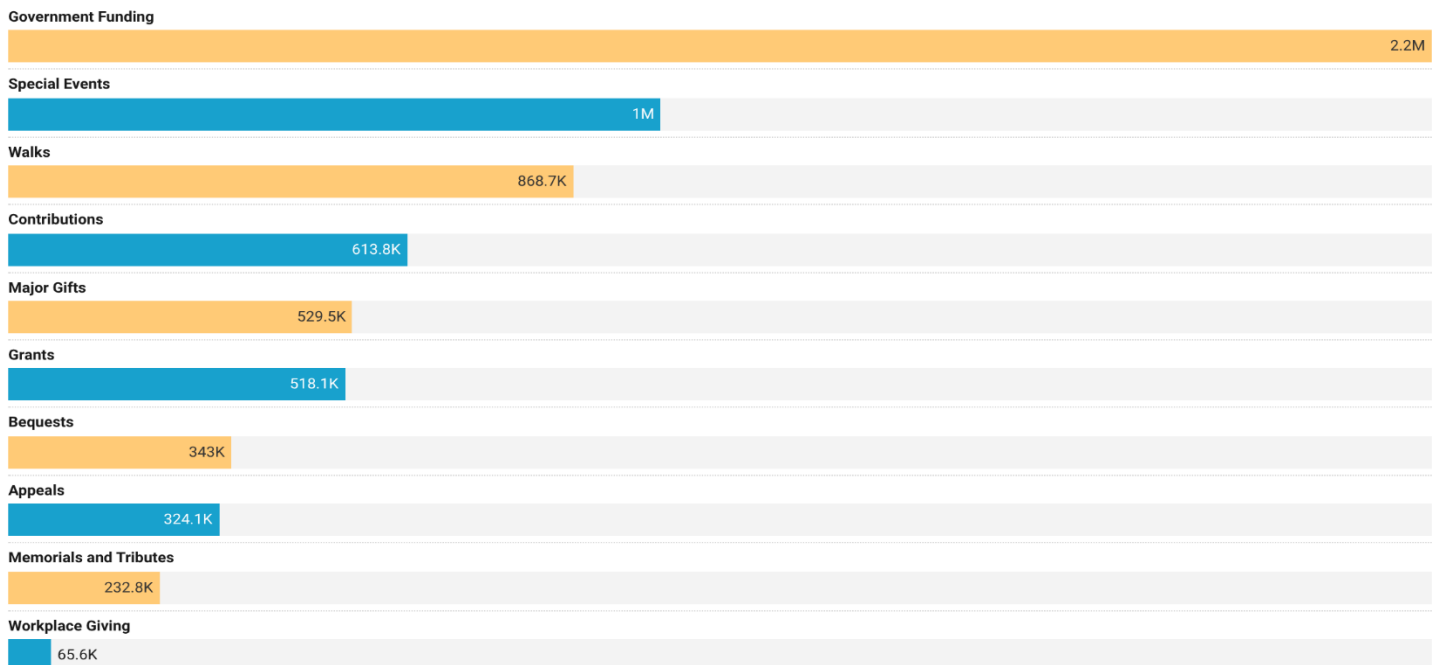


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

For the year, Government Funding is 33% of Revenue from Operations. Followed by Total Events at 28%, Total Annual Giving at 26%, and Total Development at 13%.

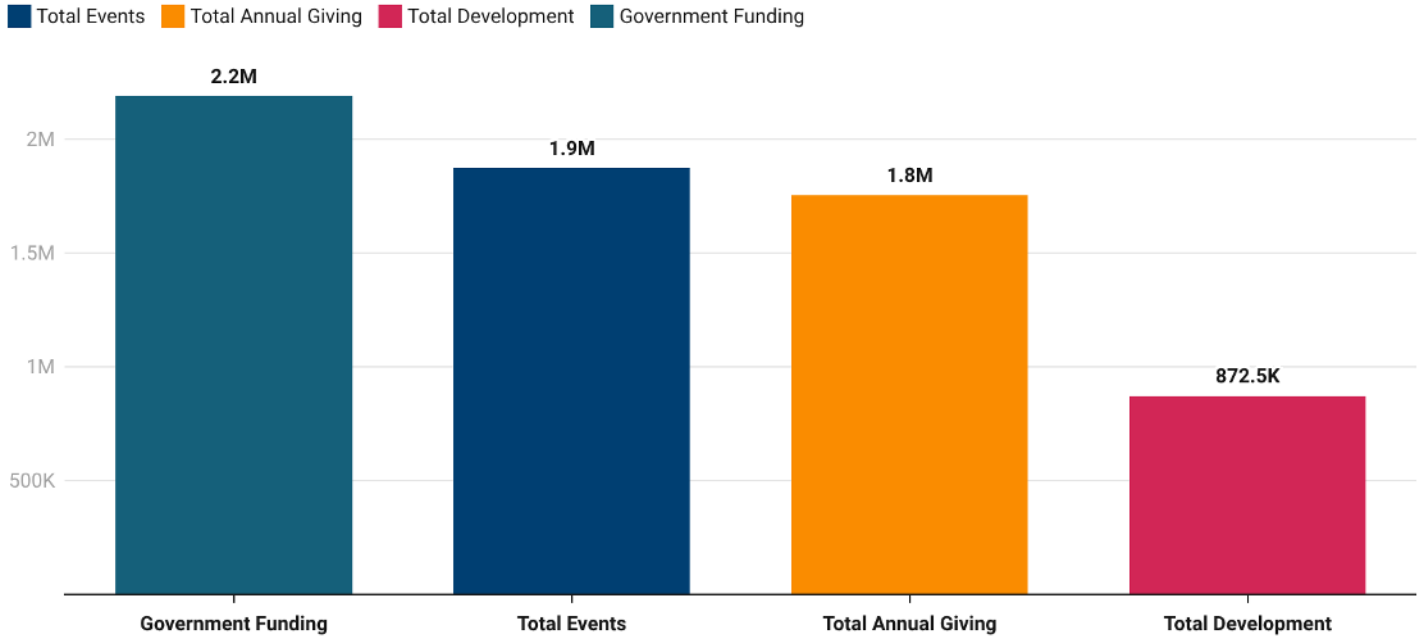
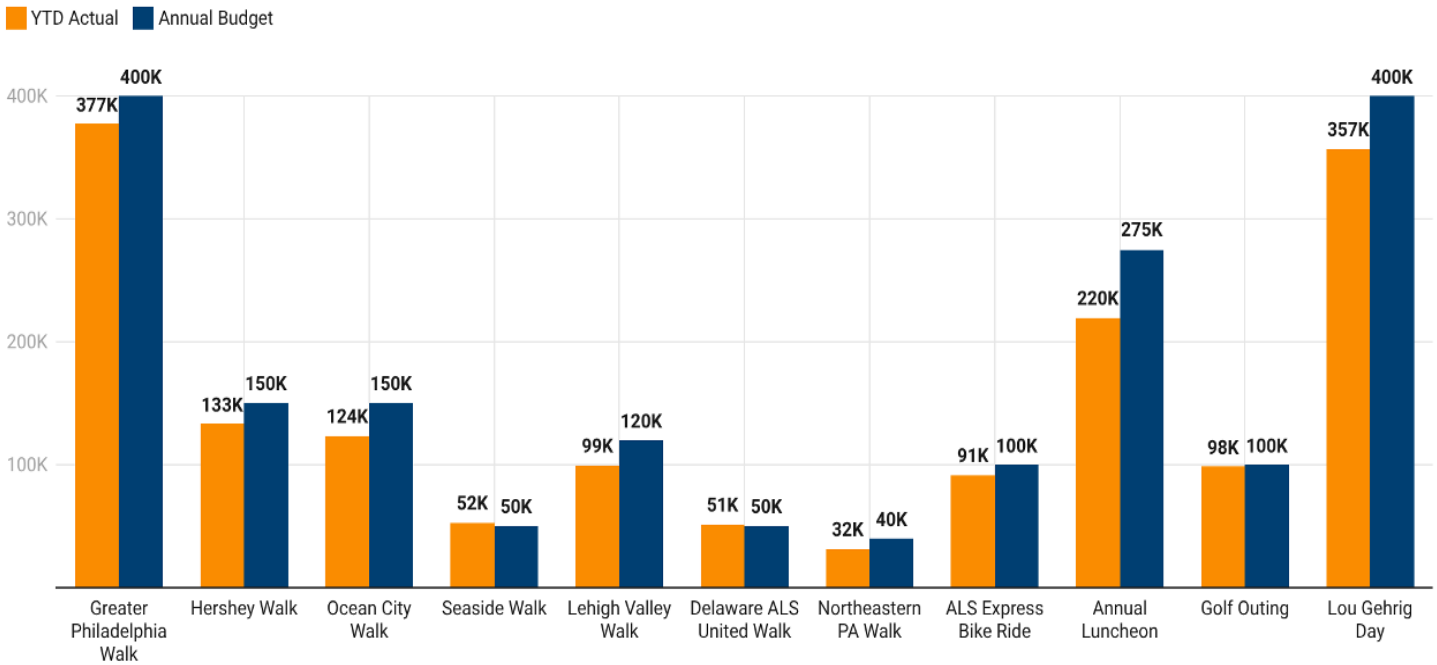


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

FY2026 Major Events Revenue - YTD Actual vs. Annual Budget

For the year, the Greater Philadelphia Walk represented 23% of Revenue from Major Events; Lou Gehrig Day, 22%; and the Annual Luncheon, 13%.



Not all ALSUM's annual events are reflected on this chart; therefore, the totals do not equal the Total Events amount reflected on the Unaudited Statements of Operations.

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

ALS United Mid-Atlantic
Unaudited Statements of Financial Position
as of January 31, 2026 and January 31, 2025

	2026	2025	Variance
Assets			
Cash and Cash Equivalents	\$ 237,043	\$1,058,954	\$ (821,911)
Investments	2,296,727	1,503,451	793,276
Pledges Receivable	403,495	445,916	(42,420)
Less: Allowance for Uncollectible Pledges	(44,263)	(49,317)	5,054
Less: Discount Pledged Receivables	(13,682)	(14,909)	1,227
Grants and Other Receivables	1,158,112	1,041,483	116,629
Prepaid Expenses	10,038	60,380	(50,342)
Security Deposits	12,047	12,047	-
Property & Equipment, Net	188,270	163,738	24,532
Beneficial Interest in Perpetual Trust	494,617	456,965	37,652
Right of Use Asset-Office Lease	564,236	711,198	(146,962)
Right of Use Asset - Office Equipment Lease	-	9,740	(9,740)
Total Assets	\$ 5,306,640	\$5,399,645	\$ (93,005)
Liabilities			
Accounts Payable & Other Liabilities	\$ 238,037	\$ 178,987	\$ 59,051
Right of Use Liability- Office Lease	613,937	749,738	(135,801)
Right of Use Liability - Office Equipment Lease	-	10,321	(10,321)
Total Liabilities	851,975	939,045	(87,070)
Net Assets			
Without Donor Restrictions	2,476,068	2,859,389	(383,321)
With Donor Restrictions	1,978,597	1,601,211	377,386
Total Net Assets	4,454,665	4,460,600	(5,935)
Total Liabilities and Net Assets	\$ 5,306,640	\$5,399,645	\$ (93,005)

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the twelve months ended January 31, 2026 and January 31, 2025

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 1,004,071	\$ 1,107,500	\$ (103,429)	\$ 1,157,640	\$ (153,568)
Walks	868,693	960,000	(91,307)	814,745	53,948
Total Events	1,872,764	2,067,500	(194,736)	1,972,384	(99,620)
Annual Giving					
Contributions	613,764	443,117	170,647	635,494	(21,730)
Grants	518,109	600,000	(81,891)	411,350	106,759
Appeals	324,131	260,000	64,131	186,192	137,939
Memorials and Tributes	232,808	265,000	(32,192)	192,346	40,461
Workplace Giving	65,563	70,000	(4,437)	64,882	681
Total Annual Giving	1,754,375	1,638,117	116,258	1,490,265	264,110
Development					
Major Gifts	529,467	1,000,000	(470,533)	587,423	(57,956)
Bequests	343,032	300,000	43,032	629,039	(286,007)
Total Development	872,499	1,300,000	(427,501)	1,216,462	(343,963)
Government Funding	2,190,213	2,169,337	20,876	1,650,258	539,955
REVENUE FROM OPERATIONS	6,689,851	7,174,954	(485,103)	6,329,369	360,482
Other Revenue					
Miscellaneous Revenue	302	-	302	8,572	(8,269)
Unrealized (Loss) Gain	42,926	61,435	(18,509)	46,927	(4,001)
Interest Income	67,003	28,476	38,527	76,200	(9,197)
Total Other Revenue	110,231	89,911	20,320	131,698	(21,467)
TOTAL REVENUE	6,800,082	7,264,865	(464,783)	6,461,067	339,015
EXPENSES					
Care Services					
Salaries and Benefits	1,968,537	1,882,046	86,491	1,796,314	172,222
ALS Clinic Centers	326,364	350,000	(23,636)	297,561	28,802
Abrams Program	550,454	686,000	(135,546)	676,298	(125,845)
Other Service Expenses	271,257	635,130	(363,873)	238,142	33,115
Allocated Overhead	375,621	378,394	(2,774)	370,155	5,465
Total Care Services	3,492,232	3,931,571	(439,338)	3,378,472	113,760
Research					
Research Grants	362,973	425,047	(62,074)	286,250	76,723
Research Coordinators	104,106	104,106	0	120,773	(16,667)
Other Research Expense	155,802	45,280	110,522	67,702	88,100
Allocated Overhead	60,726	61,174	(448)	59,842	884
Total Research	683,607	635,607	48,000	534,566	149,040
Education					
Education	820,837	688,367	132,469	782,313	38,524
Allocated Overhead	72,770	73,307	(537)	71,711	1,059
Total Education	893,607	761,675	131,932	854,025	39,582
Development					
Fundraising	671,079	754,787	(83,707)	704,210	(33,131)
Events	324,599	299,500	25,099	269,090	55,509
Allocated Overhead	111,453	112,276	(823)	109,831	1,622
Total Development	1,107,131	1,166,562	(59,432)	1,083,131	24,000
Administrative & Board	677,151	682,151	(5,000)	667,308	9,843
TOTAL EXPENSES	6,853,728	7,177,565	(323,838)	6,517,502	336,226
NET SURPLUS/(DEFICIT)	\$ (53,646)	\$ 87,299	\$ (140,945)	\$ (56,435)	\$ 2,789

ALS United Mid-Atlantic
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the twelve months ended January 31, 2026

	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	Jul-2025	Aug-2025	Sep-2025	Oct-2025	Nov-25	Dec-25	Jan-26	Total	% of Total Revenue
REVENUE														
Events														
Special Events	\$ 3,203	\$ 35,255	\$ 46,109	\$ 95,460	\$ 120,011	\$ 58,298	\$ 27,174	\$ 104,782	\$ 212,659	\$ 239,080	\$ 60,552	\$ 1,489	\$ 1,004,071	14.8%
Walks	5,092	23,397	56,509	85,150	66,899	30,087	88,429	186,485	170,133	142,352	13,454	707	868,693	12.8%
Total Events	8,295	58,651	102,618	180,610	186,911	88,385	115,604	291,266	382,792	381,432	74,006	2,195	1,872,764	27.5%
Annual Giving														
Contributions	20,324	24,026	38,718	3,535	59,794	38,834	12,213	30,688	131,369	48,959	140,949	64,356	613,764	9.0%
Grants	10,000	-	20,000	81,867	20,000	130,377	185,000	1,000	39,000	10,000	20,865	-	518,109	7.6%
Appeals	32,107	11,227	20,802	10,050	12,421	42,720	86,900	2,583	762	30,532	43,441	30,587	324,131	4.8%
Memorials and Tributes	8,255	15,967	17,783	9,198	8,102	53,889	7,324	24,617	14,295	20,233	20,067	33,080	232,808	3.4%
Workplace Giving	2,614	8,066	3,034	5,426	3,549	4,239	12,041	5,285	4,431	3,943	10,508	2,427	65,563	1.0%
Total Annual Giving	73,299	59,285	100,337	110,076	103,866	270,058	303,478	64,173	189,855	113,667	235,830	130,450	1,754,375	25.8%
Development														
Major Gifts	25,950	2,569	27,339	99,735	53,319	157,433	26,228	36,977	57,569	3,469	6,348	32,532	529,467	7.8%
Bequests	-	-	213	-	-	-	111,400	-	16,314	64,411	55,489	95,205	343,032	5.0%
Total Development	25,950	2,569	27,552	99,735	53,319	157,433	137,628	36,977	73,882	67,880	61,836	127,737	872,499	12.8%
Government Funding	-	-	-	-	-	1,142,745	-	-	-	-	-	1,047,468	2,190,213	32.2%
REVENUE FROM OPERATIONS	107,544	120,505	230,508	390,421	344,096	1,658,621	556,710	392,416	646,530	562,979	371,673	1,307,851	6,689,851	98.4%
Other Revenue														
Miscellaneous Revenue	-	-	-	-	-	-	-	-	-	-	302	-	302	0.0%
Unrealized (Loss) Gain	(42)	(27,760)	(1,733)	6,636	30,263	118	4,052	17,659	-	-	3,367	10,366	42,926	0.6%
Interest Income	4,452	7,227	4,799	4,391	4,900	3,887	3,896	3,881	7,606	7,371	7,394	7,199	67,003	1.0%
Total Other Revenue	4,410	(20,533)	3,066	11,026	35,163	4,005	7,948	21,540	7,606	7,371	11,063	17,565	110,231	1.6%
TOTAL REVENUE	111,954	99,971	233,574	401,447	379,259	1,662,626	564,658	413,956	654,135	570,350	382,736	1,325,416	6,800,082	100.0%
EXPENSES														
Care Services														
Salaries and Benefits	142,936	149,283	154,265	146,307	137,828	160,223	204,235	156,784	161,287	134,878	190,374	230,137	1,968,537	28.9%
ALS Clinic Centers	28,343	23,823	28,908	23,834	25,667	24,023	43,023	23,943	29,164	27,164	23,970	24,502	326,364	4.8%
Abrams Program	34,628	47,256	67,419	41,427	53,061	66,638	30,538	30,887	36,721	38,044	61,561	42,273	550,454	8.1%
Other Service Expenses	21,941	22,287	14,492	24,905	17,827	20,951	12,156	31,717	25,794	24,995	43,655	10,537	271,257	4.0%
Total Care Services	227,848	242,648	265,084	236,473	234,384	271,835	289,952	243,331	252,966	225,081	319,561	307,449	3,116,612	45.8%
Research														
Research Grants	9,306	-	-	-	-	-	353,667	-	-	-	-	-	362,973	5.3%
Research Coordinators	8,676	8,676	4,167	13,184	8,676	8,676	8,676	8,676	8,676	8,676	8,676	8,675	104,106	1.5%
Other Research Expense	15,308	10,027	24,934	13,903	8,924	10,052	12,703	9,697	9,886	8,454	12,766	19,149	155,802	2.3%
Total Research	33,289	18,702	29,101	27,087	17,600	18,728	375,045	18,373	18,562	17,130	21,442	27,823	622,881	9.2%
Education														
Education	53,043	61,084	63,154	68,025	58,222	58,053	86,407	65,916	59,564	74,821	81,965	90,584	820,837	12.1%
Total Education	53,043	61,084	63,154	68,025	58,222	58,053	86,407	65,916	59,564	74,821	81,965	90,584	820,837	12.1%
Development														
Fundraising	55,403	52,435	52,782	51,330	49,848	54,505	64,093	48,802	56,931	44,546	68,413	71,989	671,079	9.9%
Events	15,235	26,985	11,848	41,690	28,764	8,924	6,679	17,975	97,896	29,413	8,907	30,283	324,599	4.8%
Total Development	70,639	79,421	64,630	93,020	78,612	63,430	70,772	66,777	154,827	73,959	77,321	102,272	995,678	14.6%
General & Administration														
Salaries and Benefits	23,374	25,039	23,919	25,298	20,110	25,078	31,570	25,308	20,102	21,125	27,789	35,476	304,189	4.5%
Staff Development	-	-	-	-	-	4,364	2,495	103	186	-	-	1,028	8,176	0.1%
Office Rent	13,006	13,606	13,606	13,606	13,530	16,624	18,006	20,299	12,930	14,122	13,929	6,735	169,997	2.5%
Office Expense	1,171	1,228	1,124	1,512	1,113	1,300	958	2,841	1,207	1,337	352	1,855	15,998	0.2%
Dues, Books, & Subscriptions	115	478	4	-	119	70	362	229	-	-	-	1,056	2,433	0.0%
Postage	18	1,350	2,043	-	-	3,260	500	2,084	109	2,079	458	1,467	13,367	0.2%
Printing & Copying	98	573	338	1,770	545	728	239	448	186	251	349	3,393	8,917	0.1%
IT & Related Expenses	21,808	18,085	23,612	30,920	32,584	22,242	34,500	44,645	38,345	46,409	18,355	32,455	363,961	5.4%
Insurance	5,071	4,666	4,666	4,666	4,666	4,189	1,586	4,046	4,046	4,045	(961)	3,677	44,364	0.7%
Telephone	2,154	1,072	938	932	951	955	-	-	1,002	1,003	1,002	1,002	10,009	0.1%
Meals & Entertainment	212	-	1,313	198	490	233	-	-	248	270	4,529	129	7,623	0.1%
Travel Expense	-	238	136	36	259	63	-	19	143	101	712	40	1,747	0.0%
Bank Charges	819	3,059	6,160	4,848	4,520	1,790	1,620	5,392	6,603	6,690	2,520	783	44,803	0.7%
Professional Fees	33,260	9,555	11,993	31,856	7,374	26,008	35,363	7,338	14,009	38,781	16,923	5,586	238,044	3.5%
Miscellaneous	439	2,969	96	566	288	1,045	281	199	1,650	1,175	344	(3,626)	5,427	0.1%
Depreciation	4,078	4,110	4,162	4,694	4,694	5,012	5,193	5,237	5,252	5,252	5,252	5,273	58,208	0.9%
Interest Expense	46	46	46	46	46	46	46	46	46	46	46	46	457	0.0%
Total General & Administration	105,669	86,074	94,154	120,950	91,288	113,006	132,718	118,233	105,060	142,639	91,601	96,329	1,297,720	19.1%
TOTAL EXPENSES	490,488	487,929	516,123	545,554	480,105	525,052	954,894	512,629	590,979	533,629	591,889	624,457	6,853,728	100.8%
NET SURPLUS/(DEFICIT)	\$(378,534)	\$(387,958)	\$(282,549)	\$(144,107)	\$(100,846)	\$1,137,574	\$(390,236)	\$(98,674)	\$ 63,157	\$ 36,721	\$(209,153)	\$ 700,959	\$ (53,646)	-0.8%

ALS United Mid-Atlantic
Unaudited Statements of Operations
for the Fiscal Years ended January 31, 2021, 2022, 2023, 2024, 2025 and twelve months ended January 31, 2026

	FY ended January 31, 2021	FY ended January 31, 2022	FY ended January 31, 2023	FY ended January 31, 2024	FY ended January 31, 2025	for the twelve months ended January 31, 2026
REVENUE						
Events						
Special Events	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175	\$ 1,157,640	\$ 1,004,071
Walks	636,575	1,004,103	1,103,178	893,371	814,745	868,693
Total Events	1,343,482	1,874,610	2,262,283	1,843,546	1,972,384	1,872,764
Annual Giving						
Contributions	482,917	551,885	520,844	461,013	635,494	613,764
Grants	438,297	624,375	544,550	552,750	411,350	518,109
Appeals	370,388	320,753	246,181	284,491	186,192	324,131
Memorials and Tributes	260,535	323,371	292,801	250,904	192,346	232,808
Workplace Giving	101,838	79,146	81,235	61,817	64,882	65,563
Total Annual Giving	1,653,975	1,899,529	1,685,610	1,610,975	1,490,265	1,754,375
Development						
Major Gifts	687,779	509,969	548,856	685,558	587,423	529,467
Bequests	394,903	151,541	25,591	158,836	629,039	343,032
Total Development	1,082,681	661,510	574,447	844,394	1,216,462	872,499
Government Funding	817,437	1,322,570	1,621,492	1,538,974	1,650,258	2,190,213
REVENUE FROM OPERATIONS	4,897,576	5,758,220	6,143,833	5,837,889	6,329,369	6,689,851
Other Revenue						
Miscellaneous Revenue	-	-	-	367,500	8,572	302
Unrealized (Loss) Gain	27,011	11,795	(81,811)	42,217	46,927	42,926
Interest Income	10,696	2,085	52,816	101,896	76,200	67,003
Total Other Revenue	37,706	13,880	(28,994)	511,612	131,698	110,231
TOTAL REVENUE	4,935,282	5,772,100	6,114,838	6,349,501	6,461,067	6,800,082
EXPENSES						
Care Services						
Salaries and Benefits	1,507,009	1,539,303	1,579,609	1,773,616	1,796,314	1,968,537
ALS Clinic Centers	283,478	299,334	292,215	297,212	297,561	326,364
Abrams Program	451,952	362,259	565,071	563,598	676,298	550,454
Other Service Expenses	149,085	184,523	323,781	180,509	238,142	271,257
Allocated Overhead	252,643	211,598	212,207	164,534	237,780	375,621
Total Care Services	2,644,167	2,597,016	2,972,882	2,979,469	3,246,096	3,492,232
Research						
Research Payments to NTL	398,124	218,165	322,181	51,770	-	-
Research Grants	-	-	-	-	-	362,973
Research Payments-Donor Designated	-	-	-	-	173,585	-
Research Payments-Event Generated	-	-	-	-	112,665	-
Research Coordinators	132,506	134,606	128,306	128,306	120,773	104,106
Other Research Expense	47,911	54,409	48,804	142,582	67,702	155,802
Allocated Overhead	224,936	188,392	195,469	121,877	176,133	60,726
Total Research	803,477	595,572	694,759	444,535	650,857	683,607
Education						
Education	526,297	575,413	670,359	631,559	782,313	820,837
Allocated Overhead	74,857	62,696	62,876	48,751	70,453	72,770
Total Education	601,154	638,108	733,235	680,309	852,766	893,607
Development						
Fundraising	542,522	514,182	648,866	653,491	704,210	671,079
Events	59,663	190,711	253,197	247,143	269,090	324,599
Allocated Overhead	93,571	78,370	78,595	60,938	88,067	111,453
Total Development	695,756	783,262	980,659	961,572	1,061,366	1,107,131
Administrative & Board	721,778	604,516	999,740	888,914	706,416	677,151
TOTAL EXPENSES	5,466,332	5,218,475	6,381,275	5,954,799	6,517,502	6,853,728
NET SURPLUS/(DEFICIT)	\$(531,049)	\$ 553,625	\$ (266,437)	\$ 394,702	\$ (56,435)	\$ (53,646)

**ALS United Mid-Atlantic
Unaudited Statement of Cash Flows
for the twelve months ended January 31, 2026**

Net Surplus/(Deficit) for Period	\$ (53,646)
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash Provided (Used) by Operating Activities	
Depreciation (Total of Care Services + General & Administrative)	58,208
Provision for Uncollectible Pledge Receivables	(5,054)
Discount on Pledge Receivables	(1,227)
Provided (Used) by Operating Activities	
Decrease (Increase) in Pledged Receivables	42,420
(Increase) Decrease in Investments	(793,276)
(Increase) Decrease in Grant Receivables	(80,175)
(Increase) Decrease in Receivables - Other	(36,454)
Decrease (Increase) in Prepaids	50,342
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(37,652)
Decrease (Increase) in Right of Use Asset-Office Lease	146,962
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	9,740
Increase (Decrease) in Accounts Payable	26,330
Increase (Decrease) in Accrued Liabilities	80,432
Right of Use Liability- Office Lease	<u>(135,801)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>(728,851)</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(82,740)
Right of Use Liability- Office Equipment Lease	<u>(10,321)</u>
 Net Surplus/(Deficit) in Cash	 <u>(821,911)</u>
 Cash and Cash Equivalents Beginning	 <u>1,058,954</u>
 Cash and Cash Equivalents Ending	 <u>\$ 237,043</u>