

MEMORANDUM

TO: Jeff Cline, Jim Passaro, The ALS Association Greater Philadelphia Chapter

FROM: Angelo DeSantis, YPTC

DATE: January 24, 2022

SUBJECT: December 31, 2021 Preliminary and Unaudited Financial Statements

Your financial statements for the eleven months through December 31, 2021 are attached.

These reports include:

- Cash Summary for the eleven months ended December 31, 2021
- Program Revenue and Expenses for the eleven months ended December 31, 2021
- Statements of Financial Position as of December 31, 2021 and 2020
- Statements of Operations for the eleven months ended December 31, 2021 and 2020
- Statement of Operations with General & Administration Expenses for the eleven months ended December 31, 2021
- Statement of Operations with General & Administration Expenses by Month for the eleven months ended December 31, 2021
- Statements of Operations for the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and the eleven months ended December 31, 2021
- Statement of Cash Flows for the eleven months ended December 31, 2021
- Rolling Forecast for the twelve months ending January 31, 2022

Summary

- The Statement of Financial Position remains strong with Total Liabilities equal to 15% of Total Assets. The Loan Payable-SBA, aka PPP Loan, is equal to 7% of Total Assets.
- Compared to Budget, there is a favorable variance of \$823K in Revenue from Operations; due to favorable variances of \$376K in Total Events, \$271K in Annual Giving, and \$417K in Government Funding.
- Compared to Budget, there is a favorable variance of \$323K in Total Expenses. Due to less than expected expenses for Care Services, Research, and Administrative & Board.
- Compared to Budget, the Net Surplus/(Deficit) is a favorable variance of \$1.1M.

Cash

- Total Cash of \$4.1 represents about 10 months of operating expenses. Generally, having total cash equal to 6 months of operating expenses is ideal.
- About \$2.8M of the Cash is kept in an investment and interest-bearing accounts.
- See the attached Cash Summary Chart and Table for more information.

Revenue & Expense

- Compared to Budget, there is a favorable variance of \$815K in Total Revenue.
 - There is a favorable variance of \$376K in Total Events. This is due to the number of Walks and Special Events that took place in September, October, and November.
 - There is an unfavorable variance of (\$241K) in revenue from Development. Bequests are at an unfavorable (\$73K), while Major Gifts are at an unfavorable (\$167K). Total Annual Giving has a favorable variance of \$271K. Contributions, Grants and Memorials and Tributes have a \$332K favorable variance. While Appeals and Workplace Giving have an unfavorable variance of (\$61K).
 - Care Services Expenses are at a favorable variance of \$185K, with favorable variance for Abrams Program, Other Services Expenses, and Allocated Overhead. The favorable variance is due to providing lower cost care services without reducing the level of care. Also, due to a shortage of Aides, the funds allocated to the In-Home Care Grant (IHC) are not being spent.
 - Through December, Total General and Administrative expenses are 17% of Total Revenue. The following General & Administrative expense line items are equal to 10% of Revenue:
 - Salaries and Benefits: 4%
 - IT & Related Expenses: 3%
 - Revenue Sharing: 3%
- Compared to Actual for this time last year, there is a favorable variance of \$994K in Total Revenue and a favorable variance of \$248K in Total Expenses. Net Surplus (Deficit) is a favorable variance of \$1.2M from this time last year. The favorable variance in Total Revenue is due to favorable variances for Events, Annual Giving, and Government Funding.
- Care Services, Research, and Administrative & Board expenses have favorable results compared to this time last year. The favorable results can be attributed to the continuation of the cost cutting measures that were put into place in September 2020 as a response to the pandemic.
- A Program Revenue and Expense report is included with December's Financial Statements. The report summarizes and visualizes the revenue and expenses for each program.

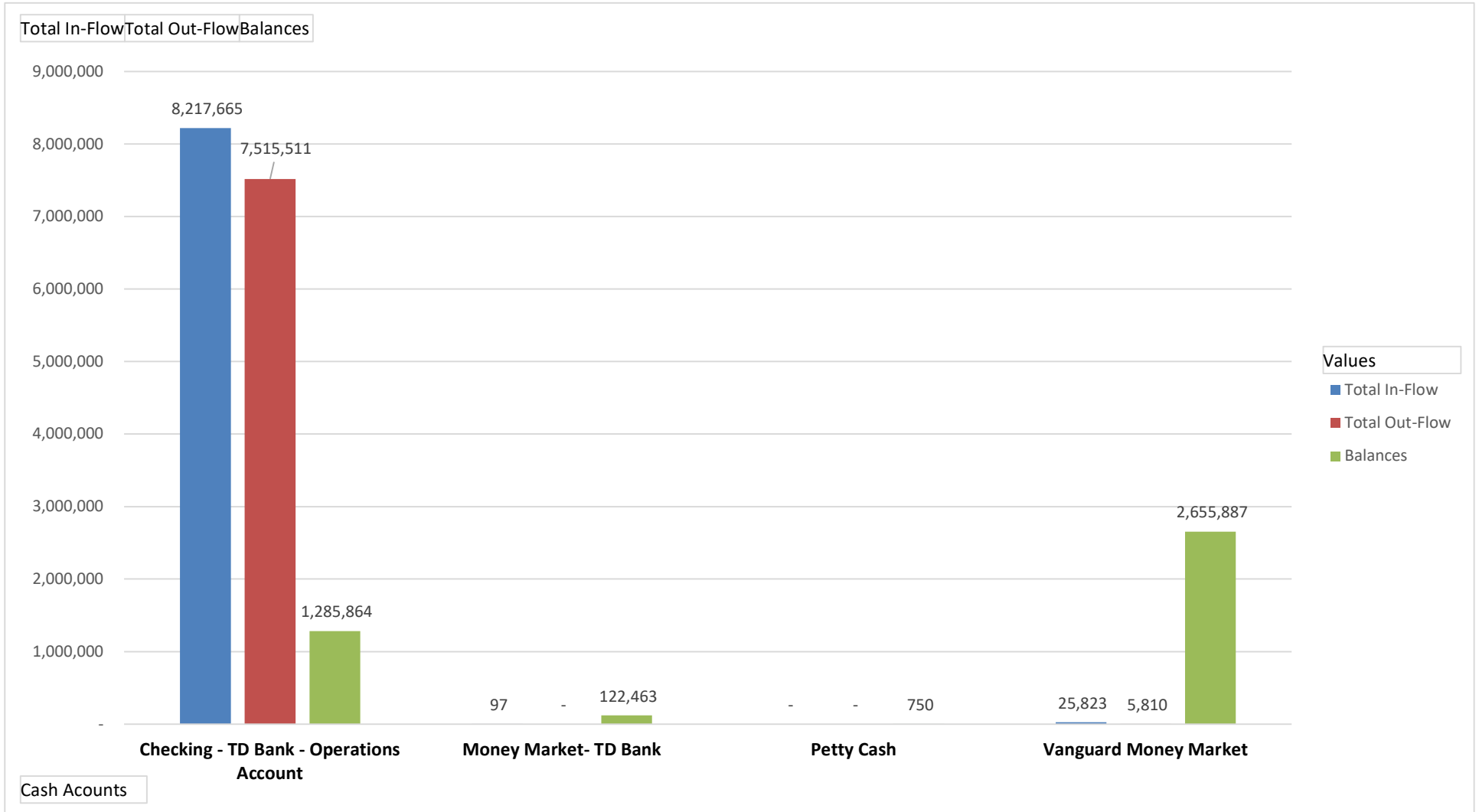
Other Notes

- The application for the forgiveness of the 2nd PPP Loan will be submitted in January 2022
- The FY2023 Budget process is in progress. Various drafts have been presented to the Finance Committee and the Board through meetings and listening sessions.

If you have any questions, or would like to discuss anything on these statements, please let me know.

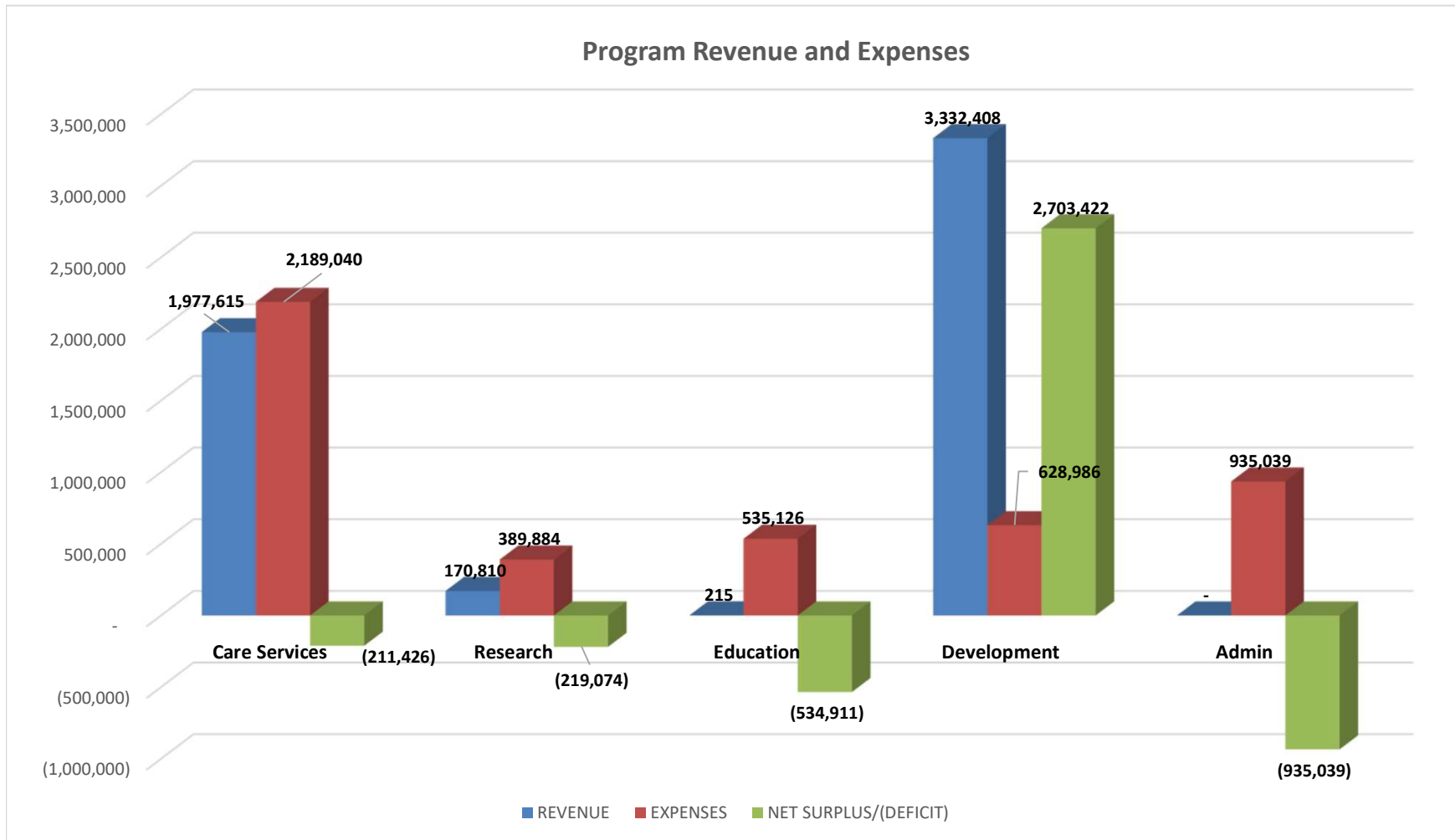
**The ALS Association Greater Philadelphia Chapter
Cash Summary
for the eleven months ended December 31, 2021**

Account	Total In-Flow	Total Out-Flow	Balances
Checking - TD Bank - Operations Account	8,217,665	7,515,511	1,285,864
Money Market- TD Bank	97	-	122,463
Petty Cash	-	-	750
Vanguard Money Market	25,823	5,810	2,655,887
Grand Total	8,243,585	7,521,321	4,064,964



**The ALS Association Greater Philadelphia Chapter
Program Revenue and Expenses
for the eleven months ended December 31, 2021**

Activity	Care Services	Research	Education	Development	Admin	Totals
REVENUE	1,977,615	170,810	215	3,332,408	-	5,481,048
EXPENSES	2,189,040	389,884	535,126	628,986	935,039	4,678,077
NET SURPLUS/(DEFICIT)	(211,426)	(219,074)	(534,911)	2,703,422	(935,039)	802,971



**The ALS Association Greater Philadelphia Chapter
 Unaudited Statements of Financial Position
 as of December 31, 2021 and December 31, 2020**

	2021	2020
Assets		
Cash and Cash Equivalents	\$4,064,964	\$ 3,852,913
Pledges Receivable	437,419	392,721
Less: Allowance for Uncollectible Pledges	(50,059)	(53,210)
Less: Discount Pledged Receivables	(1,773)	(6,130)
Grants and Other Receivables	564,519	577,121
Prepaid Expenses	61,550	115,403
Property & Equipment, Net	41,569	32,237
Beneficial Interest in Perpetual Trust	518,343	453,750
Total Assets	5,636,532	5,364,807
 Liabilities		
Accounts Payable	171,911	337,156
Accrued Liabilities	66,227	75,574
Loan Payable-SBA	416,340	305,895
National - Revenue Sharing	68,503	311,768
National - Research (Revenue Restricted)	93,230	219,005
Deferred Rent	22,837	29,561
Total Liabilities	839,047	1,278,959
 Net Assets	 4,797,485	 4,085,848
 Total Liabilities and Net Assets	 \$5,636,532	 \$5,364,807

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the eleven months ended December 31, 2021 and 2020

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 863,197	\$ 615,000	\$ 248,197	\$ 702,135	\$ 161,062
Walks	1,002,314	875,000	127,314	629,875	372,439
Total Events	1,865,511	1,490,000	375,511	1,332,010	533,501
Annual Giving					
Contributions	495,369	325,000	170,369	423,564	71,804
Grants	769,375	711,250	58,125	438,297	331,078
Appeals	234,123	250,000	(15,877)	326,079	(91,956)
Memorials and Tributes	298,382	195,000	103,382	239,692	58,690
Workplace Giving	70,054	115,000	(44,946)	94,915	(24,860)
Total Annual Giving	1,867,303	1,596,250	271,053	1,522,547	344,756
Development					
Major Gifts	507,844	675,000	(167,156)	550,909	(43,065)
Bequests	151,541	225,000	(73,459)	394,903	(243,362)
Total Development	659,385	900,000	(240,615)	945,811	(286,427)
Government Funding	1,045,446	628,260	417,186	681,561	363,885
REVENUE FROM OPERATIONS	5,437,645	4,614,510	823,135	4,481,930	955,715
Unrealized (Loss) Gain	41,345	-	41,345	(5,782)	47,127
Interest Income	2,058	51,100	(49,042)	10,650	(8,592)
TOTAL REVENUE	5,481,048	4,665,610	815,437	4,486,797	994,250
EXPENSES					
Care Services					
Salaries and Benefits	1,409,132	1,316,557	92,575	1,399,369	9,763
ALS Clinic Centers	272,128	261,888	10,240	260,673	11,454
Abrams Program	337,385	506,913	(169,528)	416,715	(79,330)
Other Service Expenses	170,396	225,277	(54,882)	140,337	30,059
Allocated Overhead	172,711	235,664	(62,953)	216,422	(43,711)
Total Care Services	2,361,751	2,546,299	(184,548)	2,433,516	(71,765)
Research					
Research Payments to NTL	217,119	235,004	(17,885)	318,674	(101,554)
Research Coordinators	122,164	107,426	14,738	122,164	-
Other Research Expense	50,601	5,962	44,639	44,464	6,137
Allocated Overhead	153,770	209,819	(56,049)	192,650	(38,880)
Total Research	543,654	558,211	(14,556)	677,951	(134,297)
Education					
Education	535,126	480,889	54,237	488,309	46,818
Allocated Overhead	51,174	69,826	(18,653)	64,125	(12,951)
Total Education	586,300	550,715	35,585	552,434	33,866
Development					
Fundraising	462,120	382,410	79,710	502,441	(40,321)
Events	166,866	203,050	(36,184)	61,717	105,149
Allocated Overhead	63,967	87,283	(23,316)	80,156	(16,189)
Total Development	692,953	672,743	20,210	644,314	48,638
Administrative & Board	493,419	673,269	(179,851)	618,297	(124,879)
TOTAL EXPENSES	4,678,077	5,001,237	(323,160)	4,926,513	(248,436)
NET SURPLUS/(DEFICIT)	\$ 802,971	\$ (335,627)	\$ 1,138,597	\$ (439,716)	\$ 1,242,686

* Revenue Sharing for the eleven months ended December 31, 2021 allocated across all departments is: \$155,435

** Restricted Income:

Care Services: \$1,977,615

Research: \$170,810

Education: \$215

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administration Expenses
for the eleven months ended December 31, 2021

	<u>YTD</u>	<u>% of Revenue</u>
REVENUE		
Events		
Special Events	\$ 863,197	15.7%
Walks	1,002,314	18.3%
Total Events	<u>1,865,511</u>	<u>34.0%</u>
Annual Giving		
Contributions	495,369	9.0%
Grants	769,375	14.0%
Appeals	234,123	4.3%
Memorials and Tributes	298,382	5.4%
Workplace Giving	70,054	1.3%
Total Annual Giving	<u>1,867,303</u>	<u>34.1%</u>
Development		
Major Gifts	507,844	9.3%
Bequests	151,541	2.8%
Total Development	<u>659,385</u>	<u>12.0%</u>
Government Funding	<u>1,045,446</u>	<u>19.1%</u>
REVENUE FROM OPERATIONS	<u>5,437,645</u>	<u>99.2%</u>
Unrealized (Loss) Gain	41,345	0.8%
Interest Income	2,058	0.0%
TOTAL REVENUE	<u>5,481,048</u>	<u>100.0%</u>
EXPENSES		
Care Services		
Salaries and Benefits	1,409,132	25.7%
ALS Clinic Centers	272,128	5.0%
Abrams Program	337,385	6.2%
Other Service Expenses	170,396	3.1%
Total Care Services	<u>2,189,040</u>	<u>39.9%</u>
Research		
Research Payments to NTL	217,119	4.0%
Research Coordinators	122,164	2.2%
Other Research Expense	50,601	0.9%
Total Research	<u>389,884</u>	<u>7.1%</u>
Education		
Education	<u>535,126</u>	<u>9.8%</u>
Total Education		
Development		
Fundraising	462,120	8.4%
Events	166,866	3.0%
Total Development	<u>628,986</u>	<u>11.5%</u>
General & Administration		
Salaries and Benefits	230,910	4.2%
Staff Development	159	0.0%
Office Rent	104,810	1.9%
Office Expense	14,401	0.3%
Dues, Books, & Subscriptions	1,646	0.0%
Postage	11,896	0.2%
Printing & Copying	5,977	0.1%
IT & Related Expenses	153,515	2.8%
Insurance	21,074	0.4%
Telephone	30,101	0.5%
Meals & Entertainment	784	0.0%
Travel Expense	142	0.0%
Bank Charges	36,567	0.7%
Professional Fees	118,629	2.2%
Revenue Sharing	155,435	2.8%
Miscellaneous	12,924	0.2%
Depreciation	36,070	0.7%
Total General & Administration Expenses	<u>935,039</u>	<u>17.1%</u> (A)
TOTAL EXPENSES	<u>4,678,077</u>	<u>85.4%</u>
NET SURPLUS/(DEFICIT)	<u>\$ 802,971</u>	<u>14.6%</u>

(A) Other Depreciation is Allocated to Care Services

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administration Expenses by Month
for the eleven months ended December 31, 2021

	Feb-2021	Mar-2021	Apr-2021	May-2021	Jun-2021	Jul-2021	Aug-2021	Sep-2021	Oct-2021	Nov-21	Dec-21	Total	% of Revenue
REVENUE													
Events													
Special Events	\$ 4,468	\$ 8,517	\$ 23,586	\$ 55,923	\$ 35,464	\$ 38,088	\$ 56,791	\$ 220,309	\$ 241,764	\$ 115,047	\$ 63,239	\$ 863,197	15.7%
Walks	8,600	29,476	70,092	69,100	14,121	39,381	101,415	301,547	336,739	21,085	10,759	1,002,314	18.3%
Total Events	13,068	37,993	93,678	125,023	49,585	77,469	158,206	521,857	578,503	136,132	73,997	1,865,511	34.0%
Annual Giving													
Contributions	17,199	43,264	32,307	13,858	27,351	13,710	24,249	38,993	75,962	55,859	152,618	495,369	9.0%
Grants	-	55,000	16,500	8,500	160,000	-	10,000	355,000	68,000	70,000	26,375	769,375	14.0%
Appeals	14,103	2,505	29,343	26,925	26,213	19,113	2,050	12,488	4,850	21,572	74,960	234,123	4.3%
Memorials and Tributes	23,187	32,647	18,310	36,930	23,478	21,484	16,641	22,072	19,996	27,062	56,577	298,382	5.4%
Workplace Giving	15,326	5,971	7,350	3,914	4,573	1,978	6,861	2,539	2,246	6,950	12,345	70,054	1.3%
Total Annual Giving	69,815	139,387	103,810	90,127	241,614	56,286	59,800	431,092	171,054	181,444	322,875	1,867,303	34.1%
Development													
Major Gifts	3,545	25,920	1,020	120,175	125	44,025	50,025	17,671	116,923	35,655	92,760	507,844	9.3%
Bequests	-	-	-	137,652	-	13,280	610	-	-	-	-	151,641	2.8%
Total Development	3,545	25,920	1,020	257,827	125	57,305	50,635	17,671	116,923	35,655	92,760	659,385	12.0%
Government Funding	25,533	35,556	73,954	44,804	88,544	749,079	46,553	(128,447)	59,678	50,191	-	1,045,446	19.1%
REVENUE FROM OPERATIONS	111,961	238,856	272,462	517,781	379,868	940,139	315,194	842,173	926,157	403,422	489,632	5,437,645	99.2%
Unrealized (Loss) Gain	728	(24,025)	2,133	432	58,149	22	1,117	(10,553)	2,791	(640)	11,191	41,345	0.8%
Interest Income	34	128	37	36	147	1,074	27	110	27	26	410	2,058	0.0%
TOTAL REVENUE	112,723	214,960	274,632	518,251	438,165	941,234	316,338	831,729	928,975	402,808	501,233	5,481,048	100.0%
EXPENSES													
Care Services													
Salaries and Benefits	115,656	102,443	108,508	153,031	120,422	136,435	103,878	121,668	118,925	178,754	149,413	1,409,132	25.7%
ALS Clinic Centers	27,409	23,769	23,159	27,831	23,020	22,591	26,992	23,826	22,810	27,199	23,522	272,128	5.0%
Abrams Program	31,211	44,601	33,872	32,900	27,521	26,430	26,354	28,236	25,912	36,037	24,312	337,385	6.2%
Other Service Expenses	7,967	13,066	11,374	9,773	11,293	15,692	11,643	21,554	21,249	30,195	16,589	170,396	3.1%
Total Care Services	182,243	183,879	176,914	223,535	182,255	201,148	168,866	195,283	188,896	272,184	213,836	2,189,040	39.9%
Research													
Research Payments to NTL	32,769	61,093	(28,694)	7,898	76,662	(38,249)	5,145	4,883	2,383	36,797	56,433	217,119	4.0%
Research Coordinators	12,442	10,342	10,342	12,442	10,342	10,342	12,442	10,342	10,342	12,442	10,342	122,164	2.2%
Other Research Expense	3,371	3,116	3,160	4,555	3,757	3,952	3,777	3,838	9,475	5,243	6,357	50,601	0.9%
Total Research	48,583	74,552	(15,192)	24,895	90,761	(23,955)	21,364	19,064	22,200	54,482	73,132	389,884	7.1%
Education													
Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	65,615	43,794	535,126	9.8%
Total Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	65,615	43,794	535,126	9.8%
Development													
Fundraising	35,643	32,341	36,552	50,680	38,403	41,745	34,951	39,868	39,261	57,560	55,114	462,120	8.4%
Events	(546)	4,536	8,482	3,899	3,575	5,996	8,787	35,441	34,794	60,650	1,253	166,866	3.0%
Total Development	35,097	36,876	45,034	54,579	41,978	47,741	43,739	75,309	74,055	118,210	56,367	628,986	11.5%
General & Administration													
Salaries and Benefits	18,025	17,085	17,859	25,152	20,002	21,686	19,009	21,213	17,209	29,480	24,189	230,910	4.2%
Staff Development	40	-	-	-	-	-	119	-	-	-	-	159	0.0%
Office Rent	10,475	9,948	10,418	10,475	10,426	10,434	10,861	10,626	10,783	(164)	10,529	104,810	1.9%
Office Expense	1,220	1,321	1,387	1,163	1,407	1,265	1,163	1,344	1,485	1,396	1,252	14,401	0.3%
Dues, Books, & Subscriptions	-	170	-	100	101	-	159	700	-	192	224	1,646	0.0%
Postage	21	1,389	2,007	2,099	985	1,109	69	3,013	1,158	31	14	11,896	0.2%
Printing & Copying	378	956	1,130	693	65	989	181	135	874	553	23	5,977	0.1%
IT & Related Expenses	28,338	15,109	12,662	12,271	12,704	13,066	12,590	9,958	14,202	11,037	11,579	153,515	2.8%
Insurance	1,354	2,705	1,891	1,891	1,891	1,891	1,891	1,891	1,891	1,891	1,891	21,074	0.4%
Telephone	2,033	6,113	1,781	3,031	2,351	2,463	2,455	2,456	2,594	2,494	2,330	30,101	0.5%
Meals & Entertainment	-	50	-	106	82	168	36	-	32	100	211	784	0.0%
Travel Expense	-	-	-	-	32	-	110	-	-	-	-	142	0.0%
Bank Charges	1,106	1,935	2,756	3,234	1,426	2,197	(5,319)	8,765	14,885	2,686	2,896	36,567	0.7%
Professional Fees	5,864	6,038	6,938	14,613	6,788	12,400	6,463	12,975	2,850	28,883	14,819	118,629	2.2%
Revenue Sharing	32,337	(3,635)	5,071	43,479	(2,238)	9,765	(78,295)	(35,696)	116,144	51,891	16,612	155,435	2.8%
Miscellaneous	860	-	(18)	112	1,620	408	538	10,214	18,574	(19,487)	103	12,924	0.2%
Depreciation	2,081	2,081	2,081	3,628	3,628	3,628	3,789	3,789	3,789	3,789	3,789	36,070	0.7%
Total General & Administration Expenses	104,132	61,266	65,961	122,045	61,270	81,468	(24,183)	51,383	206,468	114,771	90,459	935,039	17.1%
TOTAL EXPENSES	402,118	400,351	312,593	472,362	412,652	346,776	251,862	423,756	552,755	625,262	477,589	4,678,077	85.4%
NET SURPLUS/(DEFICIT)	\$ (289,395)	\$ (185,391)	\$ (37,961)	\$ 45,890	\$ 25,512	\$ 594,458	\$ 64,475	\$ 407,973	\$ 376,220	\$ (222,454)	\$ 23,644	\$ 802,971	14.6%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations

For the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and eleven months ended December 31, 2021

	FY ended January 31, 2017	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	For the eleven months ended December 31, 2021
REVENUE						
Events						
Special Events	\$ 1,667,838	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 863,197
Walks	1,306,879	1,372,352	1,439,061	1,405,110	636,575	1,002,314
Total Events	2,974,716	3,158,342	2,888,353	2,957,765	1,343,482	1,865,511
Annual Giving						
Contributions	490,727	312,128	260,659	418,874	482,917	495,369
Grants	475,189	664,250	465,250	515,916	438,297	769,375
Appeals	246,692	231,804	265,477	210,780	370,388	234,123
Memorials and Tributes	221,778	214,775	283,523	208,545	260,535	298,382
Workplace Giving	141,036	121,260	112,629	136,125	101,838	70,054
Total Annual Giving	1,575,422	1,544,217	1,387,537	1,490,240	1,653,975	1,867,303
Development						
Major Gifts	728,288	487,221	246,857	710,520	687,779	507,844
Bequests	199,497	290,881	1,515,412	197,355	394,903	151,541
Total Development	927,784	778,102	1,762,269	907,875	1,082,681	659,385
Government Funding	324,406	403,194	384,543	582,070	817,437	1,045,446
REVENUE FROM OPERATIONS	5,802,329	5,883,854	6,422,702	5,937,949	4,897,576	5,437,645
Unrealized (Loss) Gain	19,149	68,524	(40,612)	32,883	27,011	41,345
Interest Income	4,626	3,574	26,416	57,287	10,696	2,058
TOTAL REVENUE	5,826,103	5,955,952	6,408,507	6,028,119	4,935,282	5,481,048
EXPENSES						
Care Services						
Salaries and Benefits	1,695,286	1,403,782	1,483,299	1,565,690	1,507,009	1,409,132
ALS Clinic Centers	342,466	283,045	286,232	289,687	283,478	272,128
Abrams Program	512,066	464,385	607,649	623,034	451,952	337,385
Other Service Expenses	352,836	316,679	256,618	298,724	149,085	170,396
Allocated Overhead	173,901	253,174	282,893	320,125	252,643	172,711
Total Care Services	3,076,556	2,721,065	2,916,691	3,097,259	2,644,167	2,361,751
Research						
Research Payments to NTL	530,000	458,000	250,000	44,340	398,124	217,119
Research Coordinators	148,960	132,506	132,506	127,997	132,506	122,164
Other Research Expense	45,848	47,858	57,641	70,114	47,911	50,601
Allocated Overhead	154,830	225,408	251,868	285,017	224,936	153,770
Total Research	879,638	863,773	692,016	527,468	803,477	543,654
Education						
Education	621,569	618,431	673,092	718,917	526,297	535,126
Allocated Overhead	51,526	75,014	83,820	94,852	74,857	51,174
Total Education	673,095	693,446	756,913	813,769	601,154	586,300
Development						
Fundraising	538,020	469,852	483,397	522,262	542,522	462,120
Events	290,964	354,073	273,634	339,305	59,663	166,866
Allocated Overhead	64,408	93,768	104,775	118,565	93,571	63,967
Total Development	893,392	917,694	861,806	980,132	695,756	692,953
Administrative & Board	496,821	723,295	808,200	914,567	721,778	493,419
TOTAL EXPENSES	6,019,501	5,919,272	6,035,625	6,333,195	5,466,332	4,678,077
NET SURPLUS/(DEFICIT)	\$ (193,398)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 802,971

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the eleven months ended December 31, 2021**

Net Net Surplus (Deficit) for Period	\$ 802,971
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	36,070
Decrease (Increase) in Pledged Receivables	18,903
(Increase) Decrease in Grant Receivables	(811)
(Increase) Decrease in Receivables - Other	24,105
Decrease (Increase) in Prepaids	(835)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(31,542)
Increase (Decrease) in Accounts Payable	90,696
Increase (Decrease) in Accrued Liabilities	(32,503)
Increase (Decrease) in Loan Payable	110,445
Increase (Decrease) in Accrued National - Revenue Sharing	(200,043)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(40,599)
Increase (Decrease) in Accrued National - Research	(827)
Increase (Decrease) in Deferred Rent	<u>(6,202)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>769,828</u>
 Net Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(47,563)
 Net Surplus/(Deficit) in Cash	 <u>722,264</u>
 Cash and Cash Equivalents Beginning	 <u>3,342,700</u>
 Cash and Cash Equivalents Ending	 <u><u>\$4,064,964</u></u>

The ALS Association Greater Philadelphia Chapter
Rolling Forecast
for the twelve months ending January 31, 2022

	Actual YTD	Forecast		Annual	
	Dec-2021	Jan-2022	TOTALS	Budget	Variance
Events					
Special Events	\$ 863,197	\$ 10,000	\$ 873,197	\$ 625,000	\$ 248,197
Walks	1,002,314	30,000	1,032,314	905,000	127,314
Total Events	1,865,511	40,000	1,905,511	1,530,000	375,511
Annual Giving					
Contributions	495,369	35,000	530,369	360,000	170,369
Grants	769,375	20,000	789,375	731,250	58,125
Appeals	234,123	40,000	274,123	290,000	(15,877)
Memorials and Tributes	298,382	15,000	313,382	210,000	103,382
Workplace Giving	70,054	10,000	80,054	125,000	(44,946)
Total Annual Giving	1,867,303	120,000	1,987,303	1,716,250	271,053
Development					
Major Gifts	507,844	-	507,844	675,000	(167,156)
Bequests	151,541	25,000	176,541	250,000	(73,459)
Total Development	659,385	25,000	684,385	925,000	(240,615)
Government Funding	1,045,446	57,115	1,102,561	685,375	417,186
REVENUE FROM OPERATIONS	5,437,645	242,115	5,679,760	4,856,625	823,135
Unrealized (Loss) Gain	41,345	7,000	48,345	-	48,345
Interest Income	2,058	-	2,058	58,100	(56,042)
TOTAL REVENUE	5,481,048	249,115	5,730,162	4,914,725	815,437
EXPENSES					
Care Services					
Salaries and Benefits	1,409,132	88,443	1,497,575	1,405,000	92,575
ALS Clinic Centers	272,128	23,812	295,940	285,700	10,240
Abrams Program	337,385	46,087	383,472	553,000	(169,528)
Other Service Expenses	170,396	20,490	190,886	245,767	(54,882)
Allocated Overhead	172,711	21,424	194,135	257,088	(62,953)
Total Care Services	2,361,751	200,256	2,562,007	2,746,555	(184,548)
Research					
Research Payments to NTL	217,119	21,366	238,485	256,370	(17,885)
Research Coordinators	122,164	9,765	131,929	117,191	14,738
Other Research Expense	50,601	544	51,145	6,506	44,639
Allocated Overhead	153,770	19,074	172,844	228,893	(56,049)
Total Research	543,654	50,749	594,403	608,960	(14,556)
Education					
Education	535,126	43,716	578,842	524,605	54,237
Allocated Overhead	51,174	6,348	57,521	76,174	(18,653)
Total Education	586,300	50,064	636,364	600,779	35,585
Development					
Fundraising	462,120	34,764	496,884	417,174	79,710
Events	166,866	5,000	171,866	208,050	(36,184)
Allocated Overhead	63,967	7,935	71,902	95,218	(23,316)
Total Development	692,953	47,698	740,651	720,442	20,210
Administrative & Board	493,419	61,206	554,625	734,476	(179,851)
TOTAL EXPENSES	4,678,077	409,974	5,088,051	5,411,211	(323,160)
NET SURPLUS/(DEFICIT)	\$ 802,971	\$ (160,859)	\$ 642,111	\$(496,486)	\$1,138,597
Depreciation	36,070	3,628			
Pledged Receivables	18,903	31,202			
Grant Receivables	(811)	83,067			
Receivables - Other	24,105	42,096			
Prepays	(835)	-			
Beneficial Interest in Perpetual Trust	(31,542)	-			
Purchase of Property & Equipment	(47,563)	-			
Accounts Payable	90,696	(94,000)			
Accrued Liabilities	(32,503)	(75,225)			
Loan Payable-SBA	110,445	-			
Accrued National - Revenue Sharing	(200,043)	-			
Accrued National - Research (Revenue Restricted)	(40,599)	-			
Accrued National - Research	(827)	-			
Deferred Rent	(6,202)	(522)			
Cash and Cash Equivalents Beginning	3,342,700	4,064,964			
Cash and Cash Equivalents Ending	\$4,064,964	\$3,894,351			