

# MONTHLY FINANCIAL SUMMARY

## THE ALS ASSOCIATION

### GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 11 Months Ended December 31, 2022

## HIGHLIGHTS

### \$96K in Major Gifts and \$112K in Contributions

The donations received in December for Major Gifts and Contributions are the second highest monthly amounts to date.

**Revenue from Operations is \$143K more than this time last year.** The billing for the 2022-2023 PA DOH Grant has been accrued through November.

**Overall, Total Expenses are (\$122K) less than expected.**

### Through December, Care Services, Research and Education continue to run at a deficit.

Year-to-date, the deficits in Care Services, Research and Education are being subsidized by unrestricted donations of \$3.6M.

Care Services		
Revenue		\$1.7M
Expenses		\$2.5M
Net Surplus/(Deficit)		-\$767.4K
Research		
Revenue		\$216.2K
Expenses		\$376.9K
Net Surplus/(Deficit)		-\$160.8K
Education		
Revenue		\$5K
Expenses		\$615.2K
Net Surplus/(Deficit)		-\$610.2K
Development		
Revenue		\$3.6M
Expenses		\$818.3K
Net Surplus/(Deficit)		\$2.8M
Admin		
Revenue		\$0
Expenses		\$1.3M
Net Surplus/(Deficit)		-\$1.3M

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

## EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$511K) in Revenue from Operations. This is due to less than expected in Walks, Grants, Appeals, Major Gifts, Bequests, and Government Funding. Compared to Budget, there is a favorable variance of \$122K in Total Expenses. Care Services, Research, Education and Administrative & Board expenses are less than expected.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Cash is (\$816K) less compared to this time last year. This is due to receiving \$416K 2<sup>nd</sup> PPP Loan in FY2022, the uncollected balance of the 2022-2023 PA DOH Grant, and increased costs with Salaries and Benefits.

Compared to this time last year, Total Liabilities are a favorable \$345K, due to the forgiveness of the 2<sup>nd</sup> PPP Loan

The Cash balance of \$3.3M is enough to cover expenses for about 6 months. As a rule, 6 months of cash to cover expenses is ideal.

Through December 31, 2022, the financial position remains strong with Total Liabilities equal to 11% of Assets.

## Statements of Operations



Compared to Actual results for this time last year, Total Revenue from Operations is \$143K more and Total Expenses are \$934K more. The increase in Total Revenue from Operations is due to a \$495K combined increase in Total Events, Workplace Giving, and Government Funding. The increase in expenses compared to this time last year, is due to an increase in Total Care Services, Total Research, Total Education, Total Development, and Administrative & Board.

## Rolling Forecast



Through December, it is projected \$6.1M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be (\$2K) less than budgeted for FY2023.

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

## RECOMMENDATIONS AND OTHER NOTES

The FY2024 Budget process is in progress. The three Budget Listening Sessions have been completed. Adjustments are being made per the recommendations from these sessions. The FY2024 Budget will be presented at the January 26<sup>th</sup> Board Meeting.

## ATTACHMENTS

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

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Financial Position**  
**as of December 31, 2022 and December 31, 2021**

	<b>2022</b>	<b>2021</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 3,250,349	\$ 4,066,341	\$ (815,992)
Pledges Receivable	416,379	432,419	(16,040)
Less: Allowance for Uncollectible Pledges	(44,694)	(50,059)	5,365
Less: Discount Pledged Receivables	(3,994)	(1,773)	(2,221)
Grants and Other Receivables	637,330	643,334	(6,004)
Prepaid Expenses	135,990	61,550	74,440
Property & Equipment, Net	152,552	41,569	110,983
Beneficial Interest in Perpetual Trust	390,871	518,343	(127,472)
<b>Total Assets</b>	<b>\$ 4,934,784</b>	<b>\$ 5,711,724</b>	<b>\$ (776,941)</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 387,929	\$ 276,104	\$ 111,825
Loan Payable-SBA	-	416,340	(416,340)
National - Revenue Sharing	116,130	68,503	47,628
National - Research (Revenue Restricted)	14,396	93,230	(78,834)
Deferred Rent	13,384	22,837	(9,452)
<b>Total Liabilities</b>	<b>531,839</b>	<b>877,013</b>	<b>(345,174)</b>
<b>Net Assets</b>			
Without Donor Restrictions	2,801,734	2,653,894	147,840
With Donor Restrictions	1,601,211	2,180,817	(579,606)
<b>Total Net Assets</b>	<b>4,402,945</b>	<b>4,834,711</b>	<b>(431,766)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 4,934,784</b>	<b>\$ 5,711,724</b>	<b>\$ (776,941)</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
for the eleven months ended December 31, 2022 and 2021

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 1,157,053	\$ 1,093,242	\$ 63,811	\$ 863,197	\$ 293,856
Walks	1,094,869	1,167,915	(73,046)	1,002,314	92,555
<b>Total Events</b>	<b>2,251,922</b>	<b>2,261,157</b>	<b>(9,236)</b>	<b>1,865,511</b>	<b>386,411</b>
<b>Annual Giving</b>					
Contributions	457,602	355,414	102,189	490,369	(32,766)
Grants	538,700	681,910	(143,210)	594,375	(55,675)
Appeals	188,816	304,081	(115,265)	243,873	(55,057)
Memorials and Tributes	271,695	223,143	48,551	288,632	(16,937)
Workplace Giving	75,019	66,385	8,634	70,054	4,964
<b>Total Annual Giving</b>	<b>1,531,831</b>	<b>1,630,933</b>	<b>(99,102)</b>	<b>1,687,303</b>	<b>(155,472)</b>
<b>Development</b>					
Major Gifts	442,913	597,500	(154,587)	507,844	(64,931)
Bequests	25,591	250,000	(224,409)	151,541	(125,950)
<b>Total Development</b>	<b>468,504</b>	<b>847,500</b>	<b>(378,996)</b>	<b>659,385</b>	<b>(190,881)</b>
<b>Government Funding</b>	<b>1,370,354</b>	<b>1,394,095</b>	<b>(23,741)</b>	<b>1,267,155</b>	<b>103,199</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,622,612</b>	<b>6,133,685</b>	<b>(511,074)</b>	<b>5,479,355</b>	<b>143,257</b>
Unrealized (Loss) Gain	(109,221)	-	(109,221)	41,345	(150,565)
Interest Income	43,233	25,659	17,573	2,058	41,175
<b>TOTAL REVENUE</b>	<b>5,556,624</b>	<b>6,159,345</b>	<b>(602,721)</b>	<b>5,522,757</b>	<b>33,867</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	1,439,729	1,405,333	34,397	1,409,132	30,598
ALS Clinic Centers	268,349	267,485	864	272,261	(3,912)
Abrams Program	498,196	493,261	4,936	339,083	159,113
Other Service Expenses	296,293	320,071	(23,779)	170,396	125,897
Allocated Overhead	178,747	195,433	(16,686)	128,578	50,170
<b>Total Care Services</b>	<b>2,681,315</b>	<b>2,681,583</b>	<b>(268)</b>	<b>2,319,449</b>	<b>361,866</b>
<b>Research</b>					
Research Payments to NTL	216,182	354,662	(138,480)	217,119	(938)
Research Coordinators	117,964	106,359	11,605	122,164	(4,200)
Other Research Expense	42,792	39,650	3,141	50,601	(7,809)
Allocated Overhead	164,648	180,018	(15,370)	118,436	46,213
<b>Total Research</b>	<b>541,586</b>	<b>680,689</b>	<b>(139,103)</b>	<b>508,320</b>	<b>33,266</b>
<b>Education</b>					
Education	615,199	642,211	(27,012)	535,126	80,073
Allocated Overhead	52,962	57,906	(4,944)	38,097	14,865
<b>Total Education</b>	<b>668,161</b>	<b>700,117</b>	<b>(31,956)</b>	<b>573,224</b>	<b>94,938</b>
<b>Development</b>					
Fundraising	585,391	535,133	50,257	462,120	123,271
Events	232,936	149,250	83,685	166,866	66,070
Allocated Overhead	66,203	72,383	(6,180)	47,621	18,581
<b>Total Development</b>	<b>884,529</b>	<b>756,766</b>	<b>127,763</b>	<b>676,607</b>	<b>207,922</b>
<b>Administrative &amp; Board</b>	<b>841,010</b>	<b>919,518</b>	<b>(78,508)</b>	<b>604,960</b>	<b>236,050</b>
<b>TOTAL EXPENSES</b>	<b>5,616,602</b>	<b>5,738,674</b>	<b>(122,073)</b>	<b>4,682,560</b>	<b>934,041</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (59,978)</b>	<b>\$ 420,670</b>	<b>\$ (480,648)</b>	<b>\$ 840,197</b>	<b>\$ (900,175)</b>

\* Revenue Sharing for the eleven months ended December 31, 2022 allocated across all departments is: \$436,870

\*\* Restricted Income: Care Services: \$1,735,167 Research: \$216,182 Education: \$5,000

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Operations with General & Administrative Expenses by Month**  
**for the eleven months ended December 31, 2022**

	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022	Nov-22	Dec-22	Total	% of Revenue
<b>REVENUE</b>													
<b>Events</b>													
Special Events	\$ 7,350	\$ 28,529	\$ 163,797	\$ 140,754	\$ 121,830	\$ 19,644	\$ 53,259	\$ 95,321	\$ 348,826	\$ 114,053	\$ 63,690	\$ 1,157,053	20.8%
Walks	23,134	42,627	68,514	103,470	59,186	31,583	157,627	288,228	201,072	115,493	3,935	1,094,869	19.7%
<b>Total Events</b>	<b>30,484</b>	<b>71,156</b>	<b>232,311</b>	<b>244,224</b>	<b>181,016</b>	<b>51,227</b>	<b>210,886</b>	<b>383,550</b>	<b>549,898</b>	<b>229,546</b>	<b>67,625</b>	<b>2,251,922</b>	<b>40.5%</b>
<b>Annual Giving</b>													
Contributions	113,700	14,196	28,565	21,920	25,724	20,211	8,540	51,858	19,860	40,540	112,489	457,602	8.2%
Grants	-	-	40,000	-	25,000	150,000	2,500	175,200	2,500	97,000	46,500	538,700	9.7%
Appeals	9,091	4,140	18,158	40,920	9,126	8,266	2,955	2,050	7,980	34,499	51,631	188,816	3.4%
Memorials and Tributes	28,002	26,769	12,273	17,392	16,744	14,419	31,980	25,885	15,836	49,753	32,641	271,695	4.9%
Workplace Giving	13,331	3,179	5,719	6,663	5,979	3,680	5,541	7,080	3,972	11,997	7,877	75,019	1.4%
<b>Total Annual Giving</b>	<b>164,124</b>	<b>48,284</b>	<b>104,716</b>	<b>86,895</b>	<b>82,572</b>	<b>196,576</b>	<b>51,517</b>	<b>262,073</b>	<b>50,148</b>	<b>233,789</b>	<b>251,137</b>	<b>1,531,831</b>	<b>27.6%</b>
<b>Development</b>													
Major Gifts	1,890	123,500	6,255	24,925	36,525	13,475	25,825	8,155	22,555	83,520	96,288	442,913	8.0%
Bequests	-	2,500	-	7,284	-	-	15,808	-	-	-	-	25,591	0.5%
<b>Total Development</b>	<b>1,890</b>	<b>126,000</b>	<b>6,255</b>	<b>32,209</b>	<b>36,525</b>	<b>13,475</b>	<b>41,633</b>	<b>8,155</b>	<b>22,555</b>	<b>83,520</b>	<b>96,288</b>	<b>468,504</b>	<b>8.4%</b>
<b>Government Funding</b>	<b>463,433</b>	<b>36,831</b>	<b>80,651</b>	<b>52,696</b>	<b>73,859</b>	<b>396,367</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>216,213</b>	<b>50,303</b>	<b>1,370,354</b>	<b>24.7%</b>
<b>REVENUE FROM OPERATIONS</b>	<b>659,931</b>	<b>282,271</b>	<b>423,933</b>	<b>416,023</b>	<b>373,972</b>	<b>657,645</b>	<b>304,035</b>	<b>653,778</b>	<b>622,601</b>	<b>763,068</b>	<b>465,354</b>	<b>5,622,612</b>	<b>101.2%</b>
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	46	(69,233)	3,929	(2,065)	(32,863)	3,705	2,974	11,701	(109,221)	-2.0%
Interest Income	25	590	468	1,357	2,430	3,459	4,700	5,028	6,332	7,703	11,742	43,233	0.8%
<b>TOTAL REVENUE</b>	<b>658,768</b>	<b>260,934</b>	<b>420,100</b>	<b>417,426</b>	<b>307,169</b>	<b>665,033</b>	<b>306,671</b>	<b>625,943</b>	<b>632,638</b>	<b>773,745</b>	<b>488,197</b>	<b>5,556,624</b>	<b>100.0%</b>
<b>EXPENSES</b>													
<b>Care Services</b>													
Salaries and Benefits	83,561	136,056	140,827	145,317	136,292	102,632	141,759	133,874	150,324	138,581	130,507	1,439,729	25.9%
ALS Clinic Centers	23,121	23,662	22,902	27,717	23,751	23,237	27,039	22,248	22,466	29,048	23,159	268,349	4.8%
Abrams Program	29,167	51,073	41,212	52,640	39,396	36,235	39,395	59,665	52,127	35,720	35,720	498,196	9.0%
Other Service Expenses	26,864	25,720	25,060	26,366	32,458	28,010	23,746	26,662	27,384	25,085	28,937	296,293	5.3%
<b>Total Care Services</b>	<b>162,712</b>	<b>236,511</b>	<b>230,001</b>	<b>252,039</b>	<b>231,897</b>	<b>190,113</b>	<b>231,938</b>	<b>242,448</b>	<b>261,743</b>	<b>244,842</b>	<b>218,324</b>	<b>2,502,568</b>	<b>45.0%</b>
<b>Research</b>													
Research Payments to NTL	1,495	14,023	25,006	31,820	13,923	50,366	6,330	7,792	51,030	3,553	10,842	216,182	3.9%
Research Coordinators	10,342	10,342	10,342	12,442	10,342	10,342	12,442	10,342	10,342	10,342	10,342	117,964	2.1%
Other Research Expense	2,601	4,123	5,229	4,152	4,114	3,168	4,285	(9,153)	17,754	5,879	640	42,792	0.8%
<b>Total Research</b>	<b>14,438</b>	<b>28,488</b>	<b>40,577</b>	<b>48,414</b>	<b>28,380</b>	<b>63,877</b>	<b>23,057</b>	<b>8,982</b>	<b>79,126</b>	<b>19,774</b>	<b>21,825</b>	<b>376,938</b>	<b>6.8%</b>
<b>Education</b>													
Education	27,337	46,950	65,380	67,680	52,660	34,164	59,612	78,240	54,480	75,201	53,495	615,199	11.1%
<b>Total Education</b>	<b>27,337</b>	<b>46,950</b>	<b>65,380</b>	<b>67,680</b>	<b>52,660</b>	<b>34,164</b>	<b>59,612</b>	<b>78,240</b>	<b>54,480</b>	<b>75,201</b>	<b>53,495</b>	<b>615,199</b>	<b>11.1%</b>
<b>Development</b>													
Fundraising	30,072	47,925	65,362	49,891	50,120	47,070	54,455	48,995	68,756	60,221	62,523	585,391	10.5%
Events	9,696	5,105	16,457	12,372	50,672	1,673	7,233	16,084	45,122	68,322	211	232,936	4.2%
<b>Total Development</b>	<b>39,768</b>	<b>53,031</b>	<b>81,818</b>	<b>62,263</b>	<b>100,792</b>	<b>48,743</b>	<b>61,689</b>	<b>65,079</b>	<b>113,877</b>	<b>128,543</b>	<b>62,733</b>	<b>818,326</b>	<b>14.7%</b>
<b>General &amp; Administration</b>													
Salaries and Benefits	15,453	16,420	29,213	26,702	27,471	19,619	26,746	23,541	23,430	29,300	32,123	270,018	4.9%
Office Rent	10,648	12,033	10,650	10,592	10,699	10,249	10,966	10,731	10,863	(698)	10,718	107,452	1.9%
Office Expense	1,312	127	2,585	1,016	1,401	1,672	1,359	1,263	5,158	1,042	1,177	18,110	0.3%
Dues, Books, & Subscriptions	-	170	356	-	65	-	117	700	-	374	-	1,782	0.0%
Postage	3,007	998	19	37	3,000	2,094	87	139	1,095	3,118	27	13,621	0.2%
Printing & Copying	42	936	1,251	130	82	75	275	373	330	28	92	3,615	0.1%
IT & Related Expenses	23,775	15,747	18,347	11,264	14,601	15,777	13,664	11,303	12,341	22,562	19,862	179,242	3.2%
Insurance	2,598	1,270	708	708	708	708	6,057	1,778	1,778	1,778	1,778	19,866	0.4%
Telephone	2,290	2,390	2,606	2,430	2,453	2,824	2,553	2,556	2,549	2,549	1,382	26,582	0.5%
Meals & Entertainment	-	2,155	(1,790)	648	1,205	100	100	95	451	342	319	3,624	0.1%
Travel Expense	-	-	36	-	100	-	-	-	-	-	-	136	0.0%
Bank Charges	1,133	1,431	3,966	4,423	3,843	1,810	1,539	8,985	1,417	5,343	2,772	36,661	0.7%
Professional Fees	49,149	13,174	8,603	(37,204)	31,059	14,767	8,796	10,411	21,580	23,255	3,139	146,728	2.6%
Revenue Sharing	29,318	20,674	40,052	28,166	30,238	10,084	31,935	89,465	57,932	70,344	28,663	436,870	7.9%
Miscellaneous	111	248	764	-	101	(121)	354	454	246	4	-	2,161	0.0%
Depreciation	2,190	2,190	2,190	2,190	3,933	3,933	3,933	4,136	4,136	4,136	4,136	37,103	0.7%
<b>Total General &amp; Administration Expenses</b>	<b>141,026</b>	<b>89,962</b>	<b>119,554</b>	<b>51,101</b>	<b>130,959</b>	<b>83,591</b>	<b>108,481</b>	<b>165,929</b>	<b>143,304</b>	<b>163,476</b>	<b>106,187</b>	<b>1,303,571</b>	<b>23.5%</b>
<b>TOTAL EXPENSES</b>	<b>385,271</b>	<b>454,942</b>	<b>537,330</b>	<b>481,497</b>	<b>544,689</b>	<b>420,488</b>	<b>484,777</b>	<b>560,678</b>	<b>652,530</b>	<b>631,836</b>	<b>462,563</b>	<b>5,616,602</b>	<b>101.1%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 273,497</b>	<b>\$ (194,008)</b>	<b>\$ (117,230)</b>	<b>\$ (64,071)</b>	<b>\$ (237,519)</b>	<b>\$ 244,544</b>	<b>\$ (178,106)</b>	<b>\$ 65,264</b>	<b>\$ (19,892)</b>	<b>\$ 141,909</b>	<b>\$ 25,633</b>	<b>\$ (59,978)</b>	<b>-1.1%</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and eleven months ended December 31, 2022

	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	FY ended January 31, 2022	For the eleven months ended December 31, 2022
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,157,053
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	1,094,869
<b>Total Events</b>	<b>3,158,342</b>	<b>2,888,353</b>	<b>2,957,765</b>	<b>1,343,482</b>	<b>1,874,610</b>	<b>2,251,922</b>
<b>Annual Giving</b>						
Contributions	312,128	260,659	418,874	482,917	551,885	457,602
Grants	664,250	465,250	515,916	438,297	624,375	538,700
Appeals	231,804	265,477	210,780	370,388	320,753	188,816
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	271,695
Workplace Giving	121,260	112,629	136,125	101,838	79,146	75,019
<b>Total Annual Giving</b>	<b>1,544,217</b>	<b>1,387,537</b>	<b>1,490,240</b>	<b>1,653,975</b>	<b>1,899,529</b>	<b>1,531,831</b>
<b>Development</b>						
Major Gifts	487,221	246,857	710,520	687,779	509,969	442,913
Bequests	290,881	1,515,412	197,355	394,903	151,541	25,591
<b>Total Development</b>	<b>778,102</b>	<b>1,762,269</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>468,504</b>
<b>Government Funding</b>						
	<b>403,194</b>	<b>384,543</b>	<b>582,070</b>	<b>817,437</b>	<b>1,322,570</b>	<b>1,370,354</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,883,854</b>	<b>6,422,702</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,758,220</b>	<b>5,622,612</b>
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(109,221)
Interest Income	3,574	26,416	57,287	10,696	2,085	43,233
<b>TOTAL REVENUE</b>	<b>5,955,952</b>	<b>6,408,507</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,772,100</b>	<b>5,556,624</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,539,303	1,439,729
ALS Clinic Centers	283,045	286,232	289,687	283,478	299,334	268,349
Abrams Program	464,385	607,649	623,034	451,952	362,259	498,196
Other Service Expenses	316,679	256,618	298,724	149,085	184,523	296,293
Allocated Overhead	253,174	282,893	320,125	252,643	211,598	178,747
<b>Total Care Services</b>	<b>2,721,065</b>	<b>2,916,691</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,597,016</b>	<b>2,681,315</b>
<b>Research</b>						
Research Payments to NTL	458,000	250,000	200,463	398,124	218,165	216,182
Research Coordinators	132,506	132,506	127,997	132,506	134,606	117,964
Other Research Expense	47,858	57,641	39,291	47,911	54,409	42,792
Allocated Overhead	225,408	251,868	159,717	224,936	188,392	164,648
<b>Total Research</b>	<b>863,773</b>	<b>692,016</b>	<b>527,468</b>	<b>803,477</b>	<b>595,572</b>	<b>541,586</b>
<b>Education</b>						
Education	618,431	673,092	718,917	526,297	575,413	615,199
Allocated Overhead	75,014	83,820	94,852	74,857	62,696	52,962
<b>Total Education</b>	<b>693,446</b>	<b>756,913</b>	<b>813,769</b>	<b>601,154</b>	<b>638,108</b>	<b>668,161</b>
<b>Development</b>						
Fundraising	469,852	483,397	522,262	542,522	514,182	585,391
Events	354,073	273,634	339,305	59,663	190,711	232,936
Allocated Overhead	93,768	104,775	118,565	93,571	78,370	66,203
<b>Total Development</b>	<b>917,694</b>	<b>861,806</b>	<b>980,132</b>	<b>695,756</b>	<b>783,262</b>	<b>884,529</b>
<b>Administrative &amp; Board</b>						
	<b>723,295</b>	<b>808,200</b>	<b>914,567</b>	<b>721,778</b>	<b>604,516</b>	<b>841,010</b>
<b>TOTAL EXPENSES</b>	<b>5,919,272</b>	<b>6,035,625</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,218,475</b>	<b>5,616,602</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 36,680</b>	<b>\$ 372,882</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 553,625</b>	<b>\$ (59,978)</b>

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the eleven months ended December 31, 2022**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$</b>	<b>(59,978)</b>
<b>Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities</b>		
<b>Depreciation (Total of Care Services + General &amp; Administrative) Provided (Used) by Operating Activities</b>		37,103
Decrease (Increase) in Pledged Receivables		(8,960)
(Increase) Decrease in Grant Receivables		(21,571)
(Increase) Decrease in Receivables - Other		(58,287)
Decrease (Increase) in Prepaids		(80,111)
Decrease (Increase) in Beneficial Interest in Perpetual Trust		100,224
Increase (Decrease) in Accounts Payable		42,926
Increase (Decrease) in Accrued Liabilities		(53,480)
Increase (Decrease) in Accrued National - Revenue Sharing		22,090
Increase (Decrease) in Accrued National - Research (Revenue Restricted)		(79,880)
Increase (Decrease) in Deferred Rent		<u>(8,702)</u>
<b>Net Cash Provided (Used) by Operating Activities</b>		<b><u>(168,628)</u></b>
<b>Cash Provided (Used) by Investing Activities</b>		
Purchase of Property & Equipment		<u>(80,732)</u>
<b>Net Cash Provided (Used) by Investing Activities</b>		<b><u>(80,732)</u></b>
<b>Cash Provided (Used) by Financing Activities</b>		
Increase (Decrease) in Loan Payable		<u>(416,340)</u>
<b>Net Cash Provided (Used) by Financing Activities</b>		<b><u>(416,340)</u></b>
<b>Net Surplus/(Deficit) in Cash</b>		<b><u>(665,699)</u></b>
<b>Cash and Cash Equivalents Beginning</b>		<b><u>3,916,048</u></b>
<b>Cash and Cash Equivalents Ending</b>	<b>\$</b>	<b><u>3,250,349</u></b>



**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Rolling Forecast**  
**for the twelve months ending January 31, 2023**

	Actual YTD	Forecast		Annual	
	Dec-2022	Jan-2023	TOTALS	Budget	Variance
<b>Events</b>					
Special Events	\$ 1,157,053	\$ 80,092	\$ 1,237,145	\$ 1,102,500	\$ 134,645
Walks	1,094,869	12,536	1,107,405	1,170,000	(62,595)
<b>Total Events</b>	<b>2,251,922</b>	<b>92,628</b>	<b>2,344,550</b>	<b>2,272,500</b>	<b>72,050</b>
<b>Annual Giving</b>					
Contributions	457,602	106,992	564,594	400,000	164,594
Grants	538,700	23,377	562,077	708,500	(146,423)
Appeals	188,816	93,155	281,971	330,000	(48,029)
Memorials and Tributes	271,695	43,933	315,628	250,000	65,628
Workplace Giving	75,019	11,699	86,717	75,000	11,717
<b>Total Annual Giving</b>	<b>1,531,831</b>	<b>279,155</b>	<b>1,810,986</b>	<b>1,763,500</b>	<b>47,486</b>
<b>Development</b>					
Major Gifts	442,913	109,136	552,049	600,000	(47,951)
Bequests	25,591	-	25,591	250,000	(224,409)
<b>Total Development</b>	<b>468,504</b>	<b>109,136</b>	<b>577,640</b>	<b>850,000</b>	<b>(272,360)</b>
<b>Government Funding</b>	<b>1,370,354</b>	<b>64,067</b>	<b>1,434,421</b>	<b>1,453,717</b>	<b>(19,296)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,622,612</b>	<b>544,986</b>	<b>6,167,598</b>	<b>6,339,717</b>	<b>(172,119)</b>
Unrealized (Loss) Gain	(109,221)	-	(109,221)	-	(109,221)
Interest Income	43,233	5,108	48,341	26,000	22,341
<b>TOTAL REVENUE</b>	<b>5,556,624</b>	<b>550,095</b>	<b>6,106,718</b>	<b>6,365,717</b>	<b>(258,999)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	1,439,729	127,758	1,567,487	1,533,090	34,397
ALS Clinic Centers	268,349	23,241	291,590	293,100	(1,510)
Abrams Program	498,196	36,405	534,602	516,000	18,602
Other Service Expenses	296,293	31,162	327,454	347,725	(20,271)
Allocated Overhead	178,747	17,767	196,514	213,200	(16,686)
<b>Total Care Services</b>	<b>2,681,315</b>	<b>236,332</b>	<b>2,917,647</b>	<b>2,903,115</b>	<b>14,532</b>
<b>Research</b>					
Research Payments to NTL	216,182	92,182	308,364	356,370	(48,006)
Research Coordinators	117,964	9,004	126,968	117,191	9,777
Other Research Expense	42,792	4,981	47,773	42,217	5,556
Allocated Overhead	164,648	16,365	181,014	196,384	(15,370)
<b>Total Research</b>	<b>541,586</b>	<b>122,533</b>	<b>664,119</b>	<b>712,162</b>	<b>(48,043)</b>
<b>Education</b>					
Education	615,199	52,558	667,757	683,976	(16,219)
Allocated Overhead	52,962	5,264	58,226	63,170	(4,944)
<b>Total Education</b>	<b>668,161</b>	<b>57,822</b>	<b>725,983</b>	<b>747,146</b>	<b>(21,163)</b>
<b>Development</b>					
Fundraising	585,391	63,822	649,213	577,779	71,434
Events	232,936	1,121	234,057	167,675	66,382
Allocated Overhead	66,203	6,580	72,783	78,963	(6,180)
<b>Total Development</b>	<b>884,529</b>	<b>71,523</b>	<b>956,052</b>	<b>824,417</b>	<b>131,635</b>
<b>Administrative &amp; Board</b>	<b>841,010</b>	<b>83,593</b>	<b>924,602</b>	<b>1,003,111</b>	<b>(78,508)</b>
<b>TOTAL EXPENSES</b>	<b>5,616,602</b>	<b>571,802</b>	<b>6,188,404</b>	<b>6,189,951</b>	<b>(1,547)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (59,978)</b>	<b>\$ (21,708)</b>	<b>\$ (81,686)</b>	<b>\$ 175,766</b>	<b>\$ (257,452)</b>
Depreciation	37,103	4,136			
Pledged Receivables	(8,960)	25,324			
Grant Receivables	(21,571)	84,718			
Receivables - Other	(58,287)	41,008			
Prepays	(80,111)	(21,228)			
Beneficial Interest in Perpetual Trust	100,224	-			
Purchase of Property & Equipment	(80,732)	-			
Accounts Payable	42,926	(210,248)			
Accrued Liabilities	(53,480)	(4,862)			
Loan Payable-SBA	(416,340)	-			
Accrued National - Revenue Sharing	22,090	-			
Accrued National - Research (Revenue Restricted)	(79,880)	-			
Deferred Rent	(8,702)	(750)			
<b>Cash and Cash Equivalents Beginning</b>	<b>3,916,048</b>	<b>3,250,349</b>			
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 3,250,349</b>	<b>\$ 3,146,739</b>			