

## MEMORANDUM

TO: Jeff Cline, Jim Passaro, The ALS Association Greater Philadelphia Chapter  
FROM: Angelo DeSantis, YPTC  
DATE: March 19, 2021  
SUBJECT: February 28, 2021 Preliminary and Unaudited Financial Statements

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Your financial statements for the one month through February 28, 2021 are attached.

These reports include:

- Cash Summary for the one month ending February 28, 2021
- Program Revenue and Expenses for the one month ending February 28, 2021
- Statements of Financial Position as of February 28, 2021 and February 29, 2020
- Statements of Operations for the one month ending February 28, 2021 and February 29, 2020
- Statement of Operations with General & Administration Expenses for the one month ending February 28, 2021
- Statement of Cash Flows for the one month ending February 28, 2021
- Rolling Forecast for the one month ending February 28, 2021

Some important items to note:

### Summary

- The Statement of Financial Position remains strong with Total Liabilities equal to 22% of Total Assets.
- Compared to Budget, there is an unfavorable (\$91K) in Revenue from Operations. Due mainly to less than expected revenue from Events, Major Gifts, and Bequests.
- Compared to Budget, there is a favorable \$69K in expenses. Due to less than expected expenses for Care Services and Education.
- Compared to Budget, the Net Surplus/(Deficit) is an unfavorable (\$25K).

### Cash

- Total Cash of \$3.1M represents about 8.5 months of operating expenses.
- About \$2.8 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 an unfavorable amount of (\$94K) in Total Revenue.
  - There is an unfavorable amount of (\$27K) in Total Events. This is mainly due to the continuing pandemic which has limited the number of events to be held.

- There is an unfavorable amount of (\$31K) in Major Gifts and Bequests.
- Total Annual Giving has a favorable amount of \$24K. Contributions, Memorials and Tributes, and Workplace Giving have a favorable amount totaling \$32K.
- Care Services Expenses are at a favorable \$49K, with favorable amounts for Salaries and Benefits, Abrams Program, Other Services Expenses, and Allocated Overhead.
- An additional Statement of Operations is included with February's statements. This statement removes the Allocated Overhead for each program and shows amounts as detailed General and Administrative expenses. Through February, Total General and Administrative expenses are 106% of Total Revenue. The following General & Administrative expense line items are 92% of Revenue:
  - Salaries and Benefits: 20%
  - Rent: 12%
  - IT & Related Expenses: 23%
  - Revenue Sharing: 37%
- A Program Revenue and Expense report is included with February's Financial Statements. The report summarizes and visualizes the revenue and expenses for each program. Through February, the Care Services, Research, and Education programs are running a deficit based on the restricted income for each program. The deficits are funded in part by the unrestricted income allocated to Development.

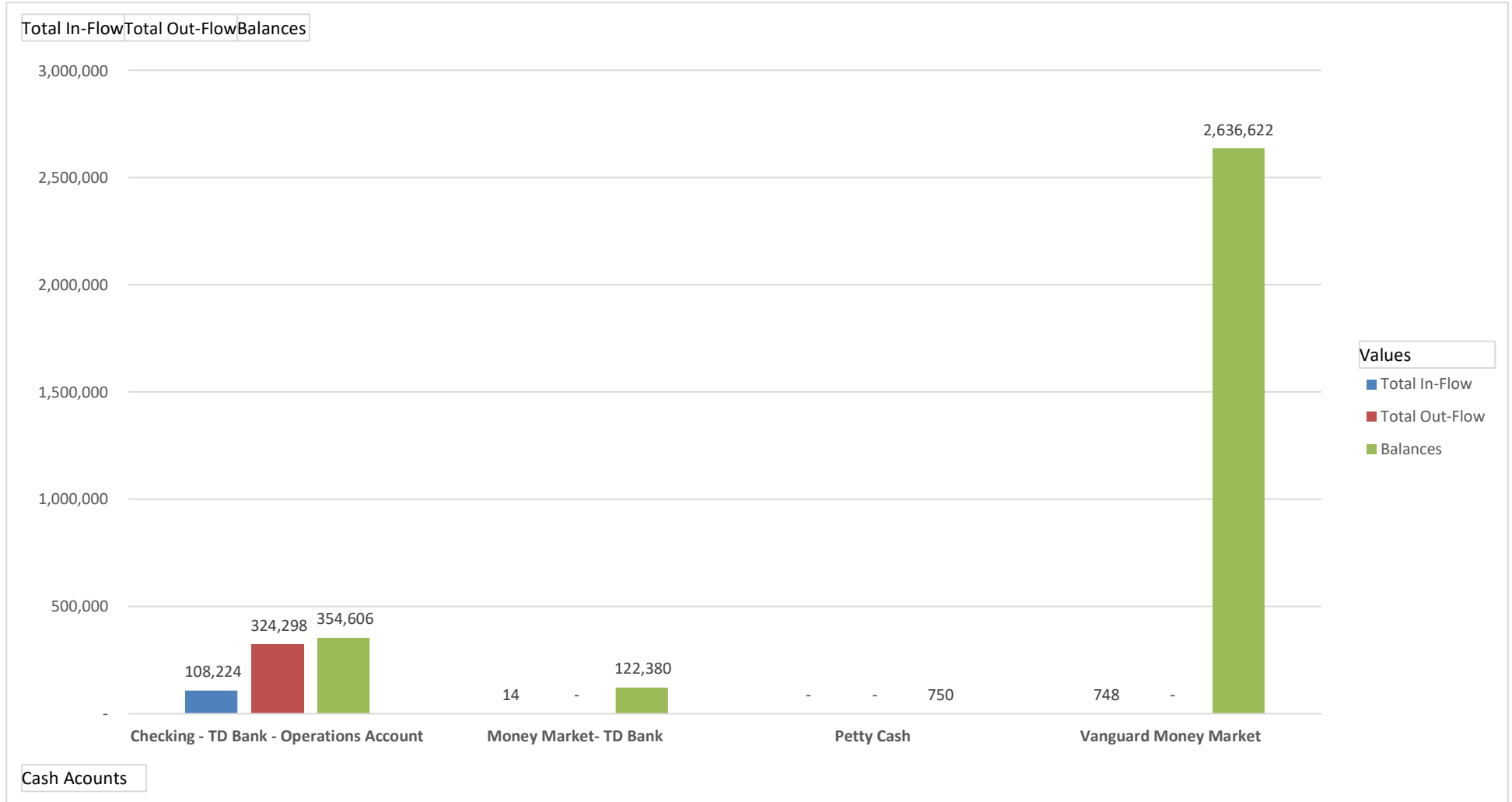
Recommendations and Other Notes

- On March 15, 2021, we were approved for a 2<sup>nd</sup> PPP Loan in the amount of \$416K. During the month of April, we will apply for the forgiveness of the 1<sup>st</sup> PPP Loan.
- Also, we may qualify for an Employee Retention Credit (ERC), which is a fully refundable payroll tax credit. The ERC is part of the 2<sup>nd</sup> round of the COVID Relief Package. More details will be available after March 31, 2021.
- Per ALS National's directive, a new CRM and Accounting System will be implemented at all the Chapters. Each Chapter will move from their current CRM and Accounting System to Salesforce and Sage Intacct. The implementation will begin in FY22 and will be deployed at the start of FY23. Currently, the cost of Salesforce will be absorbed by the Chapters, however, the cost of Sage Intacct will be absorbed by National. In conjunction with the Sage Intacct, we will implement a payment system to pay our vendors via ACH.
- The FY21 Audit is scheduled to begin April 12, 2021.

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

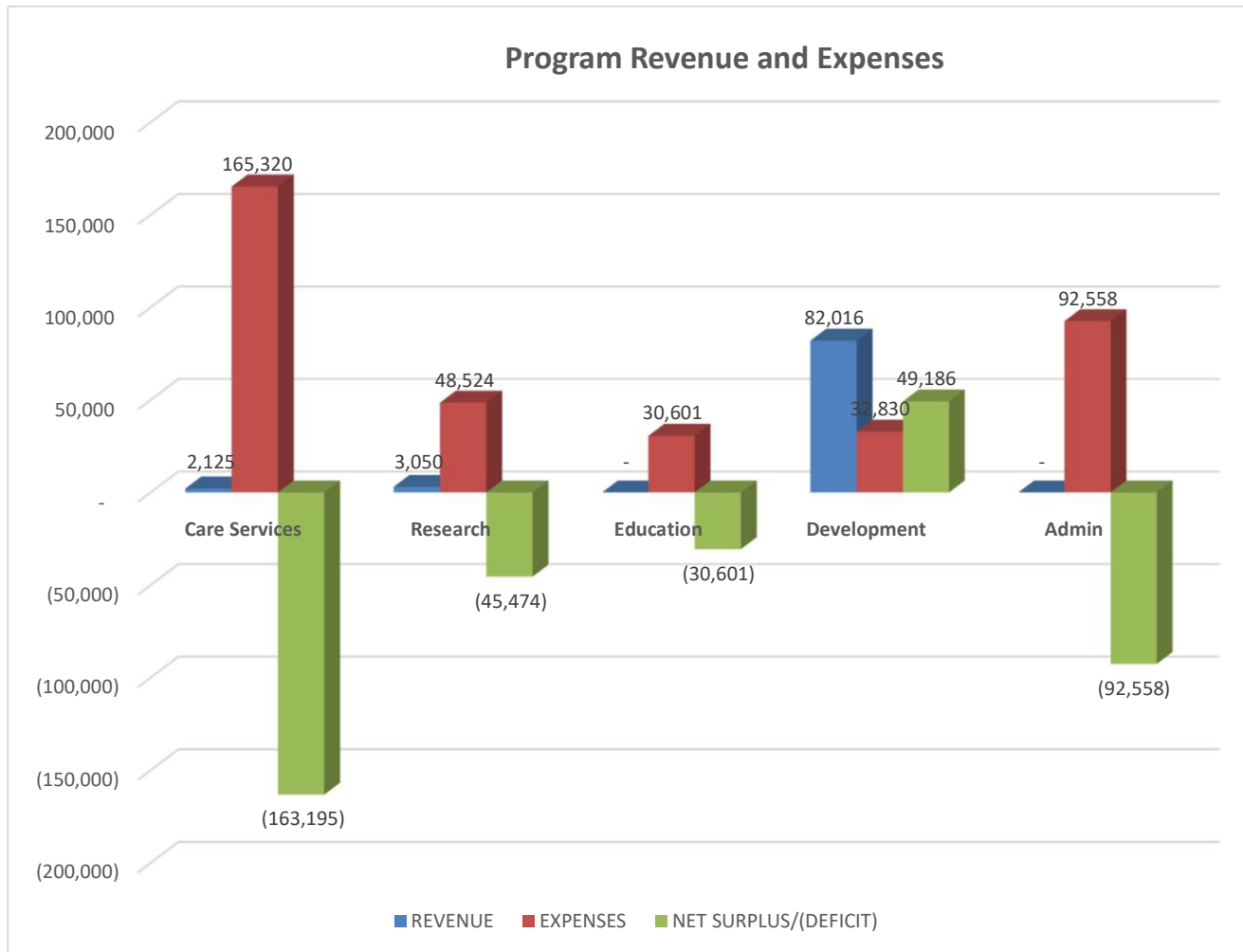
**The ALS Association Greater Philadelphia Chapter  
Cash Summary  
for the one month ending February 28, 2021**

| <b>Account</b>                          | <b>Total In-Flow</b> | <b>Total Out-Flow</b> | <b>Balances</b>  |
|---|----------------------|-----------------------|------------------|
| Checking - TD Bank - Operations Account | 108,224              | 324,298               | 354,606          |
| Money Market- TD Bank                   | 14                   | -                     | 122,380          |
| Petty Cash                              | -                    | -                     | 750              |
| Vanguard Money Market                   | 748                  | -                     | 2,636,622        |
| <b>Grand Total</b>                      | <b>108,986</b>       | <b>324,298</b>        | <b>3,114,358</b> |



**The ALS Association Greater Philadelphia Chapter  
Program Revenue and Expenses  
for the one month ending February 28, 2021**

| Activity                     | Care Services    | Research        | Education       | Development   | Admin           | Totals           |
|------------------------------|------------------|-----------------|-----------------|---------------|-----------------|------------------|
| <b>REVENUE</b>               | 2,125            | 3,050           | -               | 82,016        | -               | 87,190           |
| <b>EXPENSES</b>              | 165,320          | 48,524          | 30,601          | 32,830        | 92,558          | 369,833          |
| <b>NET SURPLUS/(DEFICIT)</b> | <b>(163,195)</b> | <b>(45,474)</b> | <b>(30,601)</b> | <b>49,186</b> | <b>(92,558)</b> | <b>(282,642)</b> |



**The ALS Association Greater Philadelphia Chapter  
Unaudited Statements of Financial Position  
as of February 28, 2021 and February 29, 2020**

|   | <u>2021</u>                   | <u>2020</u>                   |
|---|-------------------------------|-------------------------------|
| <b>Assets</b>                               |                               |                               |
| Cash and Cash Equivalents                   | \$ 3,114,358                  | \$ 3,833,080                  |
| Pledges Receivable                          | 441,321                       | 469,746                       |
| Less: Allowance for Uncollectible Pledges   | (50,059)                      | (53,210)                      |
| Less: Discount Pledged Receivables          | (1,773)                       | (6,130)                       |
| Grants Receivable                           | 565,853                       | 194,727                       |
| Receivables - Other                         | 174,548                       | 38,515                        |
| Prepaid Expenses                            | 76,866                        | 52,115                        |
| Property & Equipment, Net                   | 27,995                        | 55,492                        |
| Beneficial Interest in Perpetual Trust      | 486,801                       | 472,471                       |
| <b>Total Assets</b>                         | <b><u>4,835,910</u></b>       | <b><u>5,056,807</u></b>       |
| <br><b>Liabilities</b>                      |                               |                               |
| Accounts Payable                            | 252,703                       | 321,762                       |
| Accrued Liabilities                         | 79,867                        | 46,018                        |
| Loan Payable-SBA                            | 305,895                       | -                             |
| National - Revenue Sharing                  | 221,189                       | 340,670                       |
| National - Research (Revenue Restricted)    | 166,598                       | 22,561                        |
| Deferred Rent                               | 28,516                        | 33,127                        |
| <b>Total Liabilities</b>                    | <b><u>1,054,769</u></b>       | <b><u>764,136</u></b>         |
| <br><b>Net Assets</b>                       | <br><b><u>3,781,141</u></b>   | <br><b><u>4,292,670</u></b>   |
| <br><b>Total Liabilities and Net Assets</b> | <br><b><u>\$4,835,910</u></b> | <br><b><u>\$5,056,807</u></b> |

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
for the one month ending February 28, 2021 and February 29, 2020

|                                   | Actual              | Budget             | Variance           | Prior Year         | Actual vs. Prior Year |
|-----------------------------------|---------------------|--------------------|--------------------|--------------------|-----------------------|
| <b>REVENUE</b>                    |                     |                    |                    |                    |                       |
| <b>Events</b>                     |                     |                    |                    |                    |                       |
| Special Events                    | \$ 4,468            | \$ 10,000          | \$ (5,532)         | \$ 26,201          | \$ (21,733)           |
| Walks                             | 8,600               | 30,000             | (21,400)           | 15,194             | (6,594)               |
| <b>Total Events</b>               | <b>13,068</b>       | <b>40,000</b>      | <b>(26,932)</b>    | <b>41,395</b>      | <b>(28,327)</b>       |
| <b>Annual Giving</b>              |                     |                    |                    |                    |                       |
| Contributions                     | 28,766              | 10,000             | 18,766             | 33,093             | (4,326)               |
| Grants                            | 452                 | 5,000              | (4,548)            | 28,130             | (27,678)              |
| Appeals                           | 1,603               | 5,000              | (3,397)            | 11,780             | (10,177)              |
| Memorials and Tributes            | 23,187              | 15,000             | 8,187              | 16,925             | 6,262                 |
| Workplace Giving                  | 14,874              | 10,000             | 4,874              | 16,171             | (1,297)               |
| <b>Total Annual Giving</b>        | <b>68,882</b>       | <b>45,000</b>      | <b>23,882</b>      | <b>106,099</b>     | <b>(37,217)</b>       |
| <b>Development</b>                |                     |                    |                    |                    |                       |
| Major Gifts                       | 3,545               | 25,000             | (21,455)           | 33,410             | (29,865)              |
| Bequests                          | -                   | 10,000             | (10,000)           | 42,131             | (42,131)              |
| <b>Total Development</b>          | <b>3,545</b>        | <b>35,000</b>      | <b>(31,455)</b>    | <b>75,541</b>      | <b>(71,996)</b>       |
| <b>Government Funding</b>         | <b>933</b>          | <b>57,115</b>      | <b>(56,182)</b>    | <b>1,445</b>       | <b>(512)</b>          |
| <b>REVENUE FROM OPERATIONS</b>    | <b>86,428</b>       | <b>177,115</b>     | <b>(90,686)</b>    | <b>224,480</b>     | <b>(138,052)</b>      |
| Unrealized (Loss) Gain            | 728                 | -                  | 728                | (391)              | 1,119                 |
| Interest Income                   | 34                  | 4,000              | (3,966)            | 3,902              | (3,868)               |
| <b>TOTAL REVENUE</b>              | <b>87,190</b>       | <b>181,115</b>     | <b>(93,924)</b>    | <b>227,990</b>     | <b>(140,800)</b>      |
| <b>EXPENSES</b>                   |                     |                    |                    |                    |                       |
| <b>Care Services</b>              |                     |                    |                    |                    |                       |
| Salaries and Benefits             | 111,669             | 119,687            | (8,018)            | 93,086             | 18,583                |
| ALS Clinic Centers                | 27,409              | 23,808             | 3,601              | 26,623             | 786                   |
| Abrams Program                    | 22,270              | 46,083             | (23,813)           | 44,282             | (22,012)              |
| Other Service Expenses            | 3,971               | 20,480             | (16,509)           | 25,007             | (21,037)              |
| Allocated Overhead                | 17,096              | 21,424             | (4,328)            | 29,794             | (12,697)              |
| <b>Total Care Services</b>        | <b>182,416</b>      | <b>231,482</b>     | <b>(49,065)</b>    | <b>218,793</b>     | <b>(36,377)</b>       |
| <b>Research</b>                   |                     |                    |                    |                    |                       |
| Research Payments to NTL          | 32,769              | 21,364             | 11,405             | 23,160             | 9,609                 |
| Research Coordinators             | 12,442              | 9,766              | 2,676              | 12,442             | -                     |
| Other Research Expense            | 3,312               | 542                | 2,770              | 4,956              | (1,644)               |
| Allocated Overhead                | 15,221              | 19,074             | (3,853)            | 26,526             | (11,305)              |
| <b>Total Research</b>             | <b>63,745</b>       | <b>50,746</b>      | <b>12,999</b>      | <b>67,084</b>      | <b>(3,339)</b>        |
| <b>Education</b>                  |                     |                    |                    |                    |                       |
| Education                         | 30,601              | 43,729             | (13,128)           | 32,058             | (1,457)               |
| Allocated Overhead                | 5,066               | 6,348              | (1,282)            | 8,828              | (3,762)               |
| <b>Total Education</b>            | <b>35,667</b>       | <b>50,077</b>      | <b>(14,410)</b>    | <b>40,886</b>      | <b>(5,219)</b>        |
| <b>Development</b>                |                     |                    |                    |                    |                       |
| Fundraising                       | 33,775              | 34,774             | (999)              | 33,485             | 289                   |
| Events                            | (945)               | 2,500              | (3,445)            | 4,521              | (5,466)               |
| Allocated Overhead                | 6,332               | 7,935              | (1,603)            | 11,035             | (4,703)               |
| <b>Total Development</b>          | <b>39,162</b>       | <b>45,208</b>      | <b>(6,046)</b>     | <b>49,041</b>      | <b>(9,879)</b>        |
| <b>Administrative &amp; Board</b> | <b>48,843</b>       | <b>61,206</b>      | <b>(12,364)</b>    | <b>85,117</b>      | <b>(36,275)</b>       |
| <b>TOTAL EXPENSES</b>             | <b>369,833</b>      | <b>438,720</b>     | <b>(68,887)</b>    | <b>460,921</b>     | <b>(91,089)</b>       |
| <b>NET SURPLUS/(DEFICIT)</b>      | <b>\$ (282,642)</b> | <b>\$(257,605)</b> | <b>\$ (25,037)</b> | <b>\$(232,931)</b> | <b>\$ (49,711)</b>    |

\* Revenue Sharing for the one month ending February 28, 2021, which is allocated across all departments, is \$32,337

\*\* Restricted Income: Care Services: \$2,125      Research: \$3,050      Education: \$0

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Operations with General & Administration Expenses**  
**for the one month ending February 28, 2021**

|  | <u>YTD</u>          | <u>% of Revenue</u> |
|--|---------------------|---------------------|
| <b>REVENUE</b>                                     |                     |                     |
| <b>Events</b>                                      |                     |                     |
| Special Events                                     | \$ 4,468            | 5.1%                |
| Walks  | 8,600               | 9.9%                |
| <b>Total Events</b>                                | <u>13,068</u>       | <u>15.0%</u>        |
| <b>Annual Giving</b>                               |                     |                     |
| Contributions                                      | 28,766              | 33.0%               |
| Grants   | 452                 | 0.5%                |
| Appeals  | 1,603               | 1.8%                |
| Memorials and Tributes                             | 23,187              | 26.6%               |
| Workplace Giving                                   | 14,874              | 17.1%               |
| <b>Total Annual Giving</b>                         | <u>68,882</u>       | <u>79.0%</u>        |
| <b>Development</b>                                 |                     |                     |
| Major Gifts  | 3,545               | 4.1%                |
| <b>Total Development</b>                           | <u>3,545</u>        | <u>4.1%</u>         |
| <b>Government Funding</b>                          | <u>933</u>          | <u>1.1%</u>         |
| <br>   |                     |                     |
| <b>REVENUE FROM OPERATIONS</b>                     | <u>86,428</u>       | <u>99.1%</u>        |
| <br>   |                     |                     |
| Unrealized (Loss) Gain                             | 728                 | 0.8%                |
| Interest Income                                    | 34                  | 0.0%                |
| <b>TOTAL REVENUE</b>                               | <u>87,190</u>       | <u>100.0%</u>       |
| <br>   |                     |                     |
| <b>EXPENSES</b>                                    |                     |                     |
| <b>Care Services</b>                               |                     |                     |
| Salaries and Benefits                              | 111,669             | 128.1%              |
| ALS Clinic Centers                                 | 27,409              | 31.4%               |
| Abrams Program                                     | 22,270              | 25.5%               |
| Other Service Expenses                             | 3,971               | 4.6%                |
| <b>Total Care Services</b>                         | <u>165,320</u>      | <u>189.6%</u>       |
| <br>   |                     |                     |
| <b>Research</b>                                    |                     |                     |
| Research Payments to NTL                           | 32,769              | 37.6%               |
| Research Coordinators                              | 12,442              | 14.3%               |
| Other Research Expense                             | 3,312               | 3.8%                |
| <b>Total Research</b>                              | <u>48,524</u>       | <u>55.7%</u>        |
| <br>   |                     |                     |
| <b>Education</b>                                   |                     |                     |
| Education  | 30,601              | 35.1%               |
| <b>Total Education</b>                             | <u>30,601</u>       | <u>35.1%</u>        |
| <br>   |                     |                     |
| <b>Development</b>                                 |                     |                     |
| Fundraising  | 33,775              | 38.7%               |
| Events   | (945)               | -1.1%               |
| <b>Total Development</b>                           | <u>32,830</u>       | <u>37.7%</u>        |
| <br>   |                     |                     |
| <b>General &amp; Administration</b>                |                     |                     |
| Salaries and Benefits                              | 17,526              | 20.1%               |
| Office Rent  | 10,258              | 11.8%               |
| Office Expense                                     | 1,163               | 1.3%                |
| Postage  | 21                  | 0.0%                |
| Printing & Copying                                 | 312                 | 0.4%                |
| IT & Related Expenses                              | 19,901              | 22.8%               |
| Insurance  | 812                 | 0.9%                |
| Telephone  | 480                 | 0.6%                |
| Bank Charges                                       | 1,106               | 1.3%                |
| Professional Fees                                  | 5,700               | 6.5%                |
| Revenue Sharing                                    | 32,337              | 37.1%               |
| Miscellaneous                                      | 860                 | 1.0%                |
| Depreciation                                       | 2,081               | 2.4%                |
| <b>Total General &amp; Administration Expenses</b> | <u>92,558</u>       | <u>106.2%</u>       |
| <br>   |                     |                     |
| <b>TOTAL EXPENSES</b>                              | <u>369,833</u>      | <u>424.2%</u>       |
| <br>   |                     |                     |
| <b>NET SURPLUS/(DEFICIT)</b>                       | <u>\$ (282,642)</u> | <u>-324.2%</u>      |

(A) Other Depreciation is Allocated to Care Services

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the one month ending February 28, 2021**

|   |           |                  |
|---|-----------|------------------|
| <b>Net surplus (deficit) for Period</b>   | <b>\$</b> | <b>(282,642)</b> |
| <b>Adjustments to Reconcile Net Surplus (Deficit) to<br/>Net Cash from Operating Activities</b>                           |           |                  |
| <b>Depreciation (Total of Care Services + General &amp; Administrative)<br/>  Provided (Used) by Operating Activities</b> |           | 2,081            |
| <b>Decrease (Increase) in Pledged Receivables</b>   |           | 15,000           |
| <b>(Increase) Decrease in Receivables - Other</b>   |           | (53)             |
| <b>Decrease (Increase) in Prepaids</b>  |           | (16,150)         |
| <b>Increase (Decrease) in Accounts Payable</b>  |           | 8,528            |
| <b>Increase (Decrease) in Accrued Liabilities</b>   |           | (311,728)        |
| <b>Increase (Decrease) in Loan Payable</b>  |           | 305,895          |
| <b>Increase (Decrease) in Accrued National - Revenue Sharing</b>  |           | 32,337           |
| <b>Increase (Decrease) in Accrued National - Research (Revenue Restricted)</b>  |           | 32,769           |
| <b>Increase (Decrease) in Accrued National - Research</b>   |           | (827)            |
| <b>Increase (Decrease) in Deferred Rent</b>   |           | (522)            |
|   |           | (215,311)        |
| <b>Net Cash Provided (Used) by Operating Activities</b>   |           | <b>(215,311)</b> |
| <b>Net Surplus/(Deficit) in Cash</b>  |           | <b>(215,311)</b> |
| <b>Cash and Cash Equivalents Beginning</b>  |           | <b>3,329,670</b> |
| <b>Cash and Cash Equivalents Ending</b>   | <b>\$</b> | <b>3,114,359</b> |



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

|   | Forecast           |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    | Annual             |                    |                   |          |
|---|--------------------|--------------------|--------------------|-------------------|------------------|--------------------|--------------------|-------------------|-----------------|-------------------|------------------|--------------------|--------------------|--------------------|-------------------|----------|
|   | Actual YTD         | Feb-2021           | Mar-2021           | Apr-2021          | May-2021         | Jun-2021           | Jul-2021           | Aug-2021          | Sep-2021        | Oct-2021          | Nov-2021         | Dec-2021           | Jan-2022           | TOTALS             | Budget            | Variance |
| <b>Events</b>   |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Special Events  | \$ 4,468           | 15,000             | 25,000             | 35,000            | 35,000           | 25,000             | 40,000             | 125,000           | 150,000         | 100,000           | 55,000           | 10,000             | 619,468            | \$ 625,000         | \$ (5,532)        |          |
| Walks   | 8,600              | 50,000             | 75,000             | 80,000            | 60,000           | 70,000             | 90,000             | 150,000           | 180,000         | 60,000            | 30,000           | 30,000             | 883,600            | 905,000            | (21,400)          |          |
| <b>Total Events</b>                                     | <b>13,068</b>      | <b>65,000</b>      | <b>100,000</b>     | <b>115,000</b>    | <b>95,000</b>    | <b>95,000</b>      | <b>130,000</b>     | <b>275,000</b>    | <b>330,000</b>  | <b>160,000</b>    | <b>85,000</b>    | <b>40,000</b>      | <b>1,503,068</b>   | <b>1,530,000</b>   | <b>(26,932)</b>   |          |
| <b>Annual Giving</b>                                    |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Contributions   | 28,766             | 15,000             | 45,000             | 45,000            | 20,000           | 30,000             | 20,000             | 20,000            | 20,000          | 25,000            | 75,000           | 35,000             | 378,766            | 360,000            | 18,766            |          |
| Grants  | 452                | -                  | 70,000             | 3,000             | 381,250          | 14,000             | 5,000              | 5,500             | 4,000           | 87,500            | 136,000          | 20,000             | 726,702            | 731,250            | (4,548)           |          |
| Appeals   | 1,603              | 30,000             | 5,000              | 15,000            | 45,000           | 25,000             | 45,000             | 10,000            | 15,000          | 20,000            | 35,000           | 40,000             | 286,603            | 290,000            | (3,397)           |          |
| Memorials and Tributes                                  | 23,187             | 15,000             | 15,000             | 15,000            | 15,000           | 15,000             | 15,000             | 15,000            | 15,000          | 25,000            | 35,000           | 15,000             | 218,187            | 210,000            | 8,187             |          |
| Workplace Giving  | 14,874             | 10,000             | 10,000             | 10,000            | 10,000           | 10,000             | 10,000             | 10,000            | 10,000          | 10,000            | 15,000           | 10,000             | 129,874            | 125,000            | 4,874             |          |
| <b>Total Annual Giving</b>                              | <b>68,882</b>      | <b>70,000</b>      | <b>145,000</b>     | <b>88,000</b>     | <b>471,250</b>   | <b>94,000</b>      | <b>95,000</b>      | <b>60,500</b>     | <b>64,000</b>   | <b>167,500</b>    | <b>296,000</b>   | <b>120,000</b>     | <b>1,740,132</b>   | <b>1,716,250</b>   | <b>23,882</b>     |          |
| <b>Development</b>                                      |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Major Gifts   | 3,545              | 75,000             | 75,000             | 75,000            | 75,000           | 12,500             | 12,500             | 12,500            | 12,500          | -                 | 300,000          | -                  | 653,545            | 675,000            | (21,455)          |          |
| Bequests  | -                  | 10,000             | 10,000             | 20,000            | 25,000           | 25,000             | 25,000             | 25,000            | 25,000          | 25,000            | 25,000           | 25,000             | 240,000            | 250,000            | (10,000)          |          |
| <b>Total Development</b>                                | <b>3,545</b>       | <b>85,000</b>      | <b>85,000</b>      | <b>95,000</b>     | <b>100,000</b>   | <b>37,500</b>      | <b>37,500</b>      | <b>37,500</b>     | <b>37,500</b>   | <b>25,000</b>     | <b>325,000</b>   | <b>25,000</b>      | <b>893,545</b>     | <b>925,000</b>     | <b>(31,455)</b>   |          |
| <b>Government Funding</b>                               | <b>933</b>         | <b>57,115</b>      | <b>57,115</b>      | <b>57,115</b>     | <b>57,115</b>    | <b>57,115</b>      | <b>57,115</b>      | <b>57,115</b>     | <b>57,115</b>   | <b>57,115</b>     | <b>57,115</b>    | <b>57,115</b>      | <b>629,193</b>     | <b>685,375</b>     | <b>(56,182)</b>   |          |
| <b>REVENUE FROM OPERATIONS</b>                          | <b>86,428</b>      | <b>277,115</b>     | <b>387,115</b>     | <b>355,115</b>    | <b>723,365</b>   | <b>283,615</b>     | <b>319,615</b>     | <b>430,115</b>    | <b>488,615</b>  | <b>409,615</b>    | <b>763,115</b>   | <b>242,115</b>     | <b>4,765,939</b>   | <b>4,856,625</b>   | <b>(90,686)</b>   |          |
| Unrealized (Loss) Gain                                  | 728                | 4,000              | 3,300              | 4,300             | 4,300            | 4,300              | 4,300              | 4,300             | 4,300           | 7,000             | 7,000            | 7,000              | 54,828             | -                  | 54,828            |          |
| Interest Income   | 34                 | -                  | -                  | -                 | -                | -                  | -                  | -                 | -               | -                 | -                | -                  | 34                 | 58,100             | (58,066)          |          |
| <b>TOTAL REVENUE</b>                                    | <b>87,190</b>      | <b>281,115</b>     | <b>390,415</b>     | <b>359,415</b>    | <b>727,665</b>   | <b>287,915</b>     | <b>323,915</b>     | <b>434,415</b>    | <b>492,915</b>  | <b>416,615</b>    | <b>770,115</b>   | <b>249,115</b>     | <b>4,820,801</b>   | <b>4,914,725</b>   | <b>(93,924)</b>   |          |
| <b>EXPENSES</b>   |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Care Services</b>                                    |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Salaries and Benefits                                   | 111,669            | 119,687            | 119,687            | 119,687           | 119,687          | 119,687            | 119,687            | 119,687           | 119,687         | 119,687           | 119,687          | 88,443             | 1,396,982          | 1,405,000          | (8,018)           |          |
| ALS Clinic Centers                                      | 27,409             | 23,808             | 23,808             | 23,808            | 23,808           | 23,808             | 23,808             | 23,808            | 23,808          | 23,808            | 23,808           | 23,812             | 289,301            | 285,700            | 3,601             |          |
| Abrams Program  | 22,270             | 46,083             | 46,083             | 46,083            | 46,083           | 46,083             | 46,083             | 46,083            | 46,083          | 46,083            | 46,083           | 46,087             | 529,187            | 553,000            | (23,813)          |          |
| Other Service Expenses                                  | 3,971              | 20,480             | 20,480             | 20,480            | 20,480           | 20,480             | 20,480             | 20,480            | 20,480          | 20,480            | 20,480           | 20,490             | 229,258            | 245,767            | (16,509)          |          |
| Allocated Overhead                                      | 17,096             | 21,424             | 21,424             | 21,424            | 21,424           | 21,424             | 21,424             | 21,424            | 21,424          | 21,424            | 21,424           | 21,424             | 252,760            | 257,088            | (4,328)           |          |
| <b>Total Care Services</b>                              | <b>182,416</b>     | <b>231,482</b>     | <b>231,482</b>     | <b>231,482</b>    | <b>231,482</b>   | <b>231,482</b>     | <b>231,482</b>     | <b>231,482</b>    | <b>231,482</b>  | <b>231,482</b>    | <b>231,482</b>   | <b>200,256</b>     | <b>2,697,489</b>   | <b>2,746,555</b>   | <b>(49,065)</b>   |          |
| <b>Research</b>   |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Research Payments to NTL                                | 32,769             | 21,364             | 21,364             | 21,364            | 21,364           | 21,364             | 21,364             | 21,364            | 21,364          | 21,364            | 21,364           | 21,366             | 267,775            | 256,370            | 11,405            |          |
| Research Coordinators                                   | 12,442             | 9,766              | 9,766              | 9,766             | 9,766            | 9,766              | 9,766              | 9,766             | 9,766           | 9,766             | 9,766            | 9,765              | 119,867            | 117,191            | 2,676             |          |
| Other Research Expense                                  | 3,312              | 542                | 542                | 542               | 542              | 542                | 542                | 542               | 542             | 542               | 542              | 544                | 9,276              | 6,506              | 2,770             |          |
| Allocated Overhead                                      | 15,221             | 19,074             | 19,074             | 19,074            | 19,074           | 19,074             | 19,074             | 19,074            | 19,074          | 19,074            | 19,074           | 19,074             | 225,040            | 228,893            | (3,853)           |          |
| <b>Total Research</b>                                   | <b>63,745</b>      | <b>50,746</b>      | <b>50,746</b>      | <b>50,746</b>     | <b>50,746</b>    | <b>50,746</b>      | <b>50,746</b>      | <b>50,746</b>     | <b>50,746</b>   | <b>50,746</b>     | <b>50,746</b>    | <b>50,749</b>      | <b>621,959</b>     | <b>608,960</b>     | <b>12,999</b>     |          |
| <b>Education</b>  |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Education   | 30,601             | 43,716             | 43,716             | 43,716            | 43,716           | 43,716             | 43,716             | 43,716            | 43,716          | 43,716            | 43,716           | 43,716             | 511,477            | 524,605            | (13,128)          |          |
| Allocated Overhead                                      | 5,066              | 6,348              | 6,348              | 6,348             | 6,348            | 6,348              | 6,348              | 6,348             | 6,348           | 6,348             | 6,348            | 6,348              | 74,892             | 76,174             | (1,282)           |          |
| <b>Total Education</b>                                  | <b>35,667</b>      | <b>50,064</b>      | <b>50,064</b>      | <b>50,064</b>     | <b>50,064</b>    | <b>50,064</b>      | <b>50,064</b>      | <b>50,064</b>     | <b>50,064</b>   | <b>50,064</b>     | <b>50,064</b>    | <b>50,064</b>      | <b>586,369</b>     | <b>600,779</b>     | <b>(14,410)</b>   |          |
| <b>Development</b>                                      |                    |                    |                    |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| Fundraising   | 33,775             | 34,764             | 34,764             | 34,764            | 34,764           | 34,764             | 34,764             | 34,764            | 34,764          | 34,764            | 34,764           | 34,764             | 416,175            | 417,174            | (999)             |          |
| Events  | (945)              | 1,000              | 2,500              | 10,000            | 10,000           | 4,000              | 10,000             | 30,000            | 52,000          | 55,000            | 26,050           | 5,000              | 204,605            | 208,050            | (3,445)           |          |
| Allocated Overhead                                      | 6,332              | 7,935              | 7,935              | 7,935             | 7,935            | 7,935              | 7,935              | 7,935             | 7,935           | 7,935             | 7,935            | 7,935              | 93,615             | 95,218             | (1,603)           |          |
| <b>Total Development</b>                                | <b>39,162</b>      | <b>43,698</b>      | <b>45,198</b>      | <b>52,698</b>     | <b>52,698</b>    | <b>46,698</b>      | <b>52,698</b>      | <b>72,698</b>     | <b>94,698</b>   | <b>97,698</b>     | <b>68,748</b>    | <b>47,698</b>      | <b>714,395</b>     | <b>720,442</b>     | <b>(6,046)</b>    |          |
| <b>Administrative &amp; Board</b>                       | <b>48,843</b>      | <b>61,206</b>      | <b>61,206</b>      | <b>61,206</b>     | <b>61,206</b>    | <b>61,206</b>      | <b>61,206</b>      | <b>61,206</b>     | <b>61,206</b>   | <b>61,206</b>     | <b>61,206</b>    | <b>61,206</b>      | <b>722,112</b>     | <b>734,476</b>     | <b>(12,364)</b>   |          |
| <b>TOTAL EXPENSES</b>                                   | <b>369,833</b>     | <b>437,197</b>     | <b>438,697</b>     | <b>446,197</b>    | <b>446,197</b>   | <b>440,197</b>     | <b>446,197</b>     | <b>466,197</b>    | <b>488,197</b>  | <b>491,197</b>    | <b>462,247</b>   | <b>409,974</b>     | <b>5,342,324</b>   | <b>5,411,211</b>   | <b>(68,887)</b>   |          |
| <b>NET SURPLUS/(DEFICIT)</b>                            | <b>\$(282,642)</b> | <b>\$(156,082)</b> | <b>\$(48,282)</b>  | <b>\$(86,782)</b> | <b>\$281,468</b> | <b>\$(152,282)</b> | <b>\$(122,282)</b> | <b>\$(31,782)</b> | <b>\$ 4,718</b> | <b>\$(74,582)</b> | <b>\$307,868</b> | <b>\$(160,859)</b> | <b>\$(521,523)</b> | <b>\$(496,486)</b> | <b>\$(25,037)</b> |          |
| <b>Depreciation</b>                                     | 2,081              | 2,081              | 2,081              |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Pledged Receivables</b>                              | 15,000             | 10,000             | 10,000             |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Grant Receivables</b>                                | -                  | 250,000            | 265,000            |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Receivables - Other</b>                              | (53)               | 100,000            | 75,000             |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Prepays</b>  | (16,150)           | -                  | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Accounts Payable</b>                                 | 8,528              | (185,000)          | (65,000)           |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Accrued Liabilities</b>                              | (311,728)          | (175,000)          | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Loan Payable-SBA</b>                                 | 305,895            | 416,000            | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Accrued National - Revenue Sharing</b>               | 32,337             | -                  | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Accrued National - Research (Revenue Restricted)</b> | 32,769             | -                  | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Accrued National - Research</b>                      | (827)              | -                  | -                  |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Deferred Rent</b>                                    | (522)              | (522)              | (522)              |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Cash and Cash Equivalents Beginning</b>              | <b>3,329,670</b>   | <b>3,114,359</b>   | <b>3,375,835</b>   |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |
| <b>Cash and Cash Equivalents Ending</b>                 | <b>\$3,114,359</b> | <b>\$3,375,835</b> | <b>\$3,614,112</b> |                   |                  |                    |                    |                   |                 |                   |                  |                    |                    |                    |                   |          |