

MEMORANDUM

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

FROM: Angelo DeSantis, YPTC

DATE: February 18, 2022

SUBJECT: January 31, 2022 Preliminary and Unaudited Financial Statements

Your financial statements for the twelve months through January 31, 2022 are attached.

These reports include:

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

Summary

- The Statement of Financial Position remains strong with Total Liabilities equal to 17% of Total Assets. The Loan Payable-SBA, aka PPP Loan, is equal to 8% of Total Assets.
- Compared to Budget, there is a favorable variance of \$790K in Revenue from Operations; due to favorable variances of \$345K in Total Events, \$302K in Annual Giving, and \$407K in Government Funding.
- Compared to Budget, there is a favorable variance of \$310K 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 \$3.9M represents about 9 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 \$746K in Total Revenue.
 - There is a favorable variance of \$345K 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 (\$263K) in revenue from Development. Bequests are at an unfavorable (\$98K), while Major Gifts are at an unfavorable (\$165K). Total Annual Giving has a favorable variance of \$302K. Contributions, Grants and Memorials and Tributes have a \$373K favorable variance. While Appeals and Workplace Giving have an unfavorable variance of (\$71K).
 - Care Services Expenses are at a favorable variance of \$189K, 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 January, Total General and Administrative expenses are 21% 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 \$725K in Total Revenue and a favorable variance of \$365K in Total Expenses. Net Surplus (Deficit) is a favorable variance of \$1.1M from this time last year.
- The favorable variance in Total Revenue is due to favorable variances for Total 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 January's Financial Statements. The report summarizes and visualizes the revenue and expenses for each program.

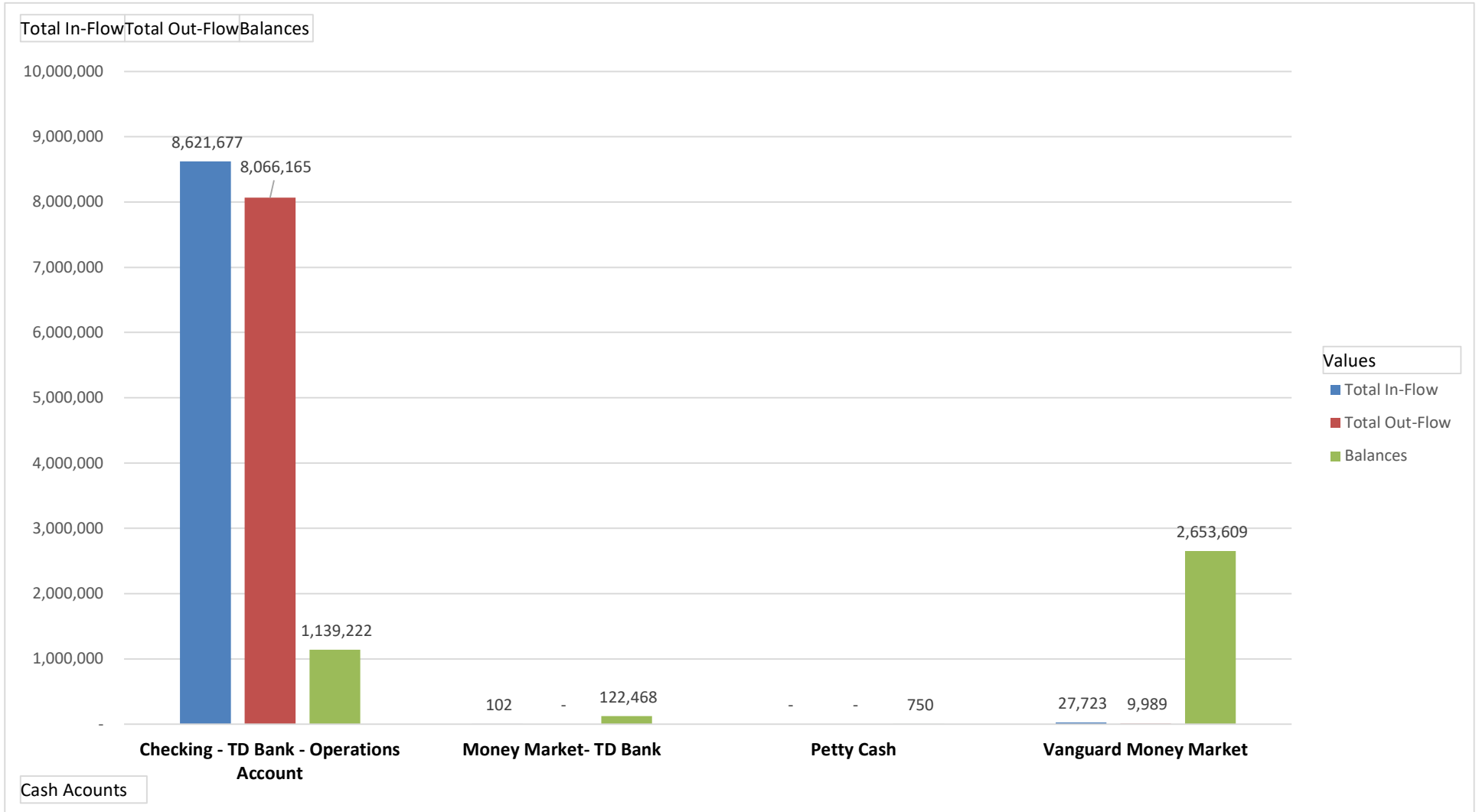
Other Notes

- The application for the forgiveness of the 2nd PPP Loan was approved in February. The \$416K loan will be reclassified and reflected in the February 2022 Financial Statements.
- The FY2023 Budget has been approved by the Board. The approved budget has been submitted to National.

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

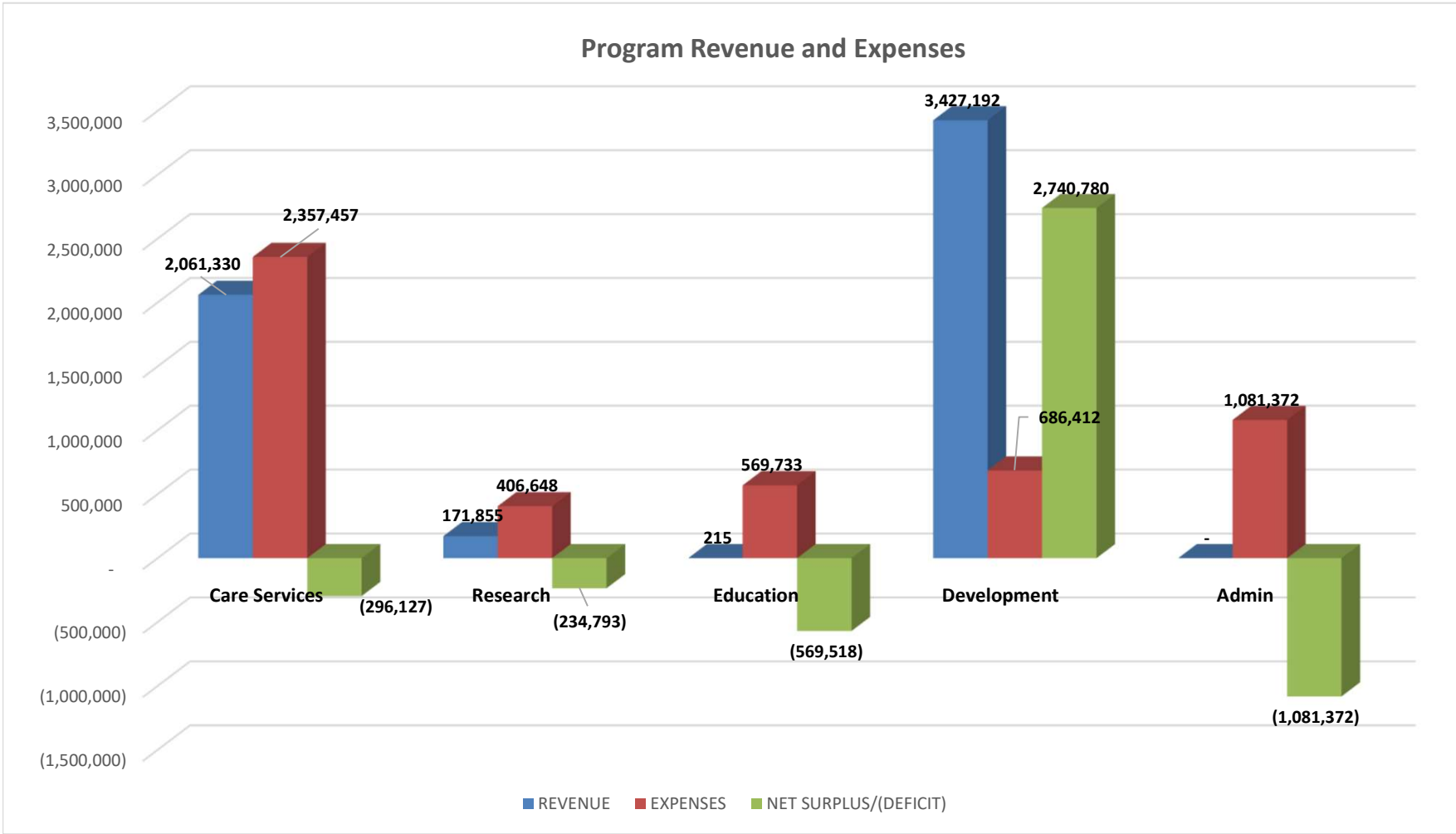
**The ALS Association Greater Philadelphia Chapter
Cash Summary
for the twelve months ended January 31, 2022**

Account	Total In-Flow	Total Out-Flow	Balances
Checking - TD Bank - Operations Account	8,621,677	8,066,165	1,139,222
Money Market- TD Bank	102	-	122,468
Petty Cash	-	-	750
Vanguard Money Market	27,723	9,989	2,653,609
Grand Total	8,649,502	8,076,154	3,916,048



**The ALS Association Greater Philadelphia Chapter
Program Revenue and Expenses
for the twelve months ended January 31, 2022**

Activity	Care Services	Research	Education	Development	Admin	Totals
REVENUE	2,061,330	171,855	215	3,427,192	-	5,660,592
EXPENSES	2,357,457	406,648	569,733	686,412	1,081,372	5,101,622
NET SURPLUS/(DEFICIT)	(296,127)	(234,793)	(569,518)	2,740,780	(1,081,372)	558,970



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

	<u>2022</u>	<u>2021</u>
Assets		
Cash and Cash Equivalents	\$ 3,916,048	\$ 3,342,700
Pledges Receivable	407,419	456,321
Less: Allowance for Uncollectible Pledges	(44,694)	(50,059)
Less: Discount Pledged Receivables	(3,994)	(1,773)
Grants and Other Receivables	517,230	587,813
Grants Receivable	456,987	537,049
Receivables - Other	60,243	50,764
Prepaid Expenses	62,042	60,715
Property & Equipment, Net	108,923	30,076
Beneficial Interest in Perpetual Trust	491,095	486,801
Total Assets	<u>5,454,070</u>	<u>4,912,595</u>
 Liabilities		
Accounts Payable	225,352	81,215
Accrued Liabilities	48,490	86,527
Loan Payable-SBA	416,340	305,895
National - Revenue Sharing	94,040	268,546
National - Research (Revenue Restricted)	94,276	133,829
Deferred Rent	22,087	29,038
Total Liabilities	<u>900,585</u>	<u>905,050</u>
 Net Assets	 <u>4,553,484</u>	 <u>4,007,544</u>
 Total Liabilities and Net Assets	 <u>\$5,454,070</u>	 <u>\$4,912,595</u>

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

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 870,507	\$ 625,000	\$ 245,507	\$ 706,907	\$ 163,600
Walks	1,004,103	905,000	99,103	636,575	367,528
Total Events	1,874,610	1,530,000	344,610	1,343,482	531,128
Annual Giving					
Contributions	551,885	360,000	191,885	482,917	68,968
Grants	799,375	731,250	68,125	438,297	361,078
Appeals	264,660	290,000	(25,340)	370,388	(105,728)
Memorials and Tributes	323,371	210,000	113,371	260,535	62,836
Workplace Giving	79,146	125,000	(45,854)	101,838	(22,692)
Total Annual Giving	2,018,437	1,716,250	302,187	1,653,975	364,462
Development					
Major Gifts	509,969	675,000	(165,031)	687,779	(177,810)
Bequests	151,541	250,000	(98,459)	394,903	(243,362)
Total Development	661,510	925,000	(263,490)	1,082,681	(421,172)
Government Funding	1,092,155	685,375	406,780	817,437	274,718
REVENUE FROM OPERATIONS	5,646,712	4,856,625	790,087	4,897,576	749,136
Unrealized (Loss) Gain	11,795	-	11,795	27,011	(15,215)
Interest Income	2,085	58,100	(56,015)	10,696	(8,611)
TOTAL REVENUE	5,660,592	4,914,725	745,867	4,935,282	725,310
EXPENSES					
Care Services					
Salaries and Benefits	1,520,402	1,405,000	115,402	1,507,009	13,393
ALS Clinic Centers	298,333	285,700	12,633	283,478	14,855
Abrams Program	353,604	553,000	(199,396)	451,952	(98,348)
Other Service Expenses	185,117	245,767	(60,650)	149,085	36,033
Allocated Overhead	199,740	257,088	(57,348)	252,650	(52,910)
Total Care Services	2,557,197	2,746,555	(189,358)	2,644,174	(86,977)
Research					
Research Payments to NTL	218,165	256,370	(38,205)	398,124	(179,959)
Research Coordinators	134,606	117,191	17,415	132,506	2,100
Other Research Expense	53,877	6,506	47,371	47,911	5,965
Allocated Overhead	177,834	228,893	(51,059)	224,905	(47,070)
Total Research	584,482	608,960	(24,478)	803,446	(218,964)
Education					
Education	569,733	524,605	45,128	526,297	43,437
Allocated Overhead	59,182	76,174	(16,992)	74,859	(15,677)
Total Education	628,916	600,779	28,136	601,156	27,760
Development					
Fundraising	498,947	417,174	81,773	542,522	(43,575)
Events	187,465	208,050	(20,585)	59,663	127,802
Allocated Overhead	73,978	95,218	(21,240)	93,574	(19,596)
Total Development	760,390	720,442	39,948	695,759	64,631
Administrative & Board	570,638	734,476	(163,838)	721,798	(151,160)
TOTAL EXPENSES	5,101,622	5,411,211	(309,589)	5,466,332	(364,710)
NET SURPLUS/(DEFICIT)	\$ 558,970	\$ (496,486)	\$ 1,055,456	\$ (531,049)	\$ 1,090,019

* Revenue Sharing for the twelve months ended January 31, 2022 allocated across all departments is: \$180,972

** Restricted Income: Care Services: \$2,061,330 Research: \$171,855 Education: \$215

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administration Expenses
for the twelve months ended January 31, 2022

	<u>YTD</u>	<u>% of Revenue</u>
REVENUE		
Events		
Special Events	\$ 870,507	15.4%
Walks	1,004,103	17.7%
Total Events	<u>1,874,610</u>	<u>33.1%</u>
Annual Giving		
Contributions	551,885	9.7%
Grants	799,375	14.1%
Appeals	264,660	4.7%
Memorials and Tributes	323,371	5.7%
Workplace Giving	79,146	1.4%
Total Annual Giving	<u>2,018,437</u>	<u>35.7%</u>
Development		
Major Gifts	509,969	9.0%
Bequests	151,541	2.7%
Total Development	<u>661,510</u>	<u>11.7%</u>
Government Funding	<u>1,092,155</u>	<u>19.3%</u>
 REVENUE FROM OPERATIONS	 <u>5,646,712</u>	 <u>99.8%</u>
Unrealized (Loss) Gain	11,795	0.2%
Interest Income	2,085	0.0%
TOTAL REVENUE	<u>5,660,592</u>	<u>100.0%</u>
EXPENSES		
Care Services		
Salaries and Benefits	1,520,402	26.9%
ALS Clinic Centers	298,333	5.3%
Abrams Program	353,604	6.2%
Other Service Expenses	185,117	3.3%
Total Care Services	<u>2,357,457</u>	<u>41.6%</u>
Research		
Research Payments to NTL	218,165	3.9%
Research Coordinators	134,606	2.4%
Other Research Expense	53,877	1.0%
Total Research	<u>406,648</u>	<u>7.2%</u>
Education		
Education	569,733	10.1%
Total Education		
Development		
Fundraising	498,947	8.8%
Events	187,465	3.3%
Total Development	<u>686,412</u>	<u>12.1%</u>
General & Administration		
Salaries and Benefits	249,333	4.4%
Staff Development	159	0.0%
Office Rent	125,985	2.2%
Office Expense	16,148	0.3%
Dues, Books, & Subscriptions	1,646	0.0%
Postage	12,896	0.2%
Printing & Copying	6,112	0.1%
IT & Related Expenses	174,595	3.1%
Insurance	27,354	0.5%
Telephone	30,288	0.5%
Meals & Entertainment	784	0.0%
Travel Expense	142	0.0%
Bank Charges	39,040	0.7%
Professional Fees	167,642	3.0%
Revenue Sharing	180,972	3.2%
Miscellaneous	7,559	0.1%
Depreciation	40,716	0.7%
Total General & Administration Expenses	<u>1,081,372</u>	<u>19.1%</u> (A)
TOTAL EXPENSES	<u>5,101,622</u>	<u>90.1%</u>
NET SURPLUS/(DEFICIT)	<u>\$ 558,970</u>	<u>9.9%</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 twelve months ended January 31, 2022

	Feb-2021	Mar-2021	Apr-2021	May-2021	Jun-2021	Jul-2021	Aug-2021	Sep-2021	Oct-2021	Nov-21	Dec-21	Jan-22	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	\$ 7,310	\$ 870,507	15.4%
Walks	8,600	29,476	70,092	69,100	14,121	39,381	101,415	301,547	336,739	21,085	10,759	1,789	1,004,103	17.7%
Total Events	13,068	37,993	93,678	125,023	49,585	77,469	158,206	521,857	578,503	136,132	73,997	9,099	1,874,610	33.1%
Annual Giving														
Contributions	17,199	43,264	32,307	13,858	27,351	13,710	24,249	38,993	75,962	55,859	147,618	61,516	551,885	9.7%
Grants	-	55,000	16,500	8,500	160,000	-	10,000	355,000	68,000	70,000	30,000	30,000	799,375	14.1%
Appeals	14,103	2,505	29,343	26,925	26,213	19,113	2,050	12,488	14,850	21,572	74,710	20,787	264,660	4.7%
Memorials and Tributes	23,187	32,647	18,310	36,930	23,478	21,484	22,072	56,827	9,996	27,062	34,739	34,739	323,371	5.7%
Workplace Giving	15,326	5,971	7,350	3,914	4,573	1,978	6,861	2,539	2,246	6,950	12,345	9,091	79,146	1.4%
Total Annual Giving	69,815	139,387	103,810	90,127	241,614	56,286	59,800	431,092	171,054	181,444	317,875	156,133	2,018,437	35.7%
Development														
Major Gifts	3,545	25,920	1,020	120,175	125	44,025	50,025	17,671	116,923	35,655	92,760	2,125	509,969	9.0%
Bequests	-	-	-	137,652	-	13,280	610	-	-	-	-	-	151,541	2.7%
Total Development	3,545	25,920	1,020	257,827	125	57,305	50,635	17,671	116,923	35,655	92,760	2,125	661,510	11.7%
Government Funding	25,533	35,556	73,954	44,804	88,544	749,079	46,553	(128,447)	59,678	50,191	46,709	-	1,092,155	19.3%
REVENUE FROM OPERATIONS	111,961	238,856	272,462	517,781	379,868	940,139	315,194	842,173	926,157	403,422	531,342	167,357	5,646,712	99.8%
Unrealized (Loss) Gain	728	(24,025)	2,133	432	58,149	22	1,117	(10,553)	2,791	(640)	11,191	(29,549)	11,795	0.2%
Interest Income	34	128	37	38	147	1,074	27	110	27	26	410	27	2,085	0.0%
TOTAL REVENUE	112,723	214,960	274,632	518,251	438,165	941,234	316,338	831,729	928,975	402,808	542,942	137,835	5,660,592	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	111,270	1,520,402	26.9%
ALS Clinic Centers	27,409	23,769	23,159	27,831	23,020	22,591	26,992	23,926	22,810	27,199	23,056	26,072	298,333	5.3%
Abrams Program	31,211	44,601	33,872	32,900	27,521	26,430	26,354	28,236	25,912	36,037	24,948	15,583	353,604	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	14,722	185,117	3.3%
Total Care Services	182,243	183,879	176,914	223,535	182,255	201,148	168,866	195,283	188,896	272,184	214,606	167,647	2,357,457	41.6%
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	1,046	218,165	3.9%
Research Coordinators	12,442	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	10,342	12,442	134,606	2.4%
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	3,275	53,877	1.0%
Total Research	48,583	74,552	(15,192)	24,895	90,761	(23,955)	21,364	19,064	22,200	54,482	73,132	16,763	406,648	7.2%
Education														
Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	65,615	43,794	34,607	569,733	10.1%
Total Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	65,615	43,794	34,607	569,733	10.1%
Development														
Fundraising	35,643	32,341	36,552	50,680	38,403	41,745	34,951	39,868	39,261	57,560	55,114	36,827	498,947	8.8%
Events	(546)	4,536	8,482	3,899	3,575	5,996	8,787	35,441	34,794	60,650	1,253	20,599	187,465	3.3%
Total Development	35,097	36,876	45,034	54,579	41,978	47,741	43,739	75,309	74,055	118,210	56,367	57,426	686,412	12.1%
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	18,423	249,333	4.4%
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	21,176	125,985	2.2%
Office Expense	1,220	1,321	1,387	1,163	1,407	1,265	1,163	1,344	1,485	1,396	1,252	1,747	16,148	0.3%
Dues, Books, & Subscriptions	-	170	-	100	101	159	700	700	192	224	192	224	1,646	0.0%
Postage	21	1,389	2,007	2,099	985	1,109	69	3,013	1,158	31	14	1,000	12,896	0.2%
Printing & Copying	378	956	1,130	693	65	989	181	135	874	553	23	135	6,112	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	21,081	174,595	3.1%
Insurance	1,354	2,705	1,891	1,891	1,891	1,891	1,891	1,891	1,891	1,891	1,891	6,280	27,354	0.5%
Telephone	2,033	6,113	1,781	3,031	2,351	2,463	2,455	2,456	2,594	2,494	2,432	85	30,288	0.5%
Meals & Entertainment	-	50	-	106	82	168	36	-	32	100	211	-	784	0.0%
Travel Expense	-	-	-	-	-	-	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	2,472	39,040	0.7%
Professional Fees	5,864	6,038	6,938	14,613	6,788	12,400	6,463	12,975	28,850	28,883	17,369	46,463	167,642	3.0%
Revenue Sharing	32,337	(3,635)	5,071	43,479	(2,238)	9,765	(78,295)	(35,696)	116,144	51,891	16,612	25,537	180,972	3.2%
Miscellaneous	860	-	(18)	112	408	538	18,574	(5,365)	18,574	(19,487)	103	(5,365)	7,559	0.1%
Depreciation	2,081	2,081	2,081	3,628	3,628	3,628	3,789	3,789	3,789	3,789	3,789	4,646	40,716	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	93,112	143,680	1,081,372	19.1%
TOTAL EXPENSES	402,118	400,351	312,593	472,362	412,652	346,776	251,862	423,756	552,755	625,262	481,011	420,124	5,101,622	90.1%
NET SURPLUS/(DEFICIT)	\$ (289,395)	\$ (185,391)	\$ (37,961)	\$ 45,890	\$ 25,512	\$ 594,458	\$ 64,475	\$ 407,973	\$ 376,220	\$ (222,454)	\$ 61,932	\$ (282,289)	\$ 558,970	9.9%

**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations**

For the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and twelve months ended January 31, 2022

	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	FY ended January 31, 2022
REVENUE						
Events						
Special Events	\$ 1,667,838	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507
Walks	1,306,879	1,372,352	1,439,061	1,405,110	636,575	1,004,103
Total Events	2,974,716	3,158,342	2,888,353	2,957,765	1,343,482	1,874,610
Annual Giving						
Contributions	490,727	312,128	260,659	418,874	482,917	551,885
Grants	475,189	664,250	465,250	515,916	438,297	799,375
Appeals	246,692	231,804	265,477	210,780	370,388	264,660
Memorials and Tributes	221,778	214,775	283,523	208,545	260,535	323,371
Workplace Giving	141,036	121,260	112,629	136,125	101,838	79,146
Total Annual Giving	1,575,422	1,544,217	1,387,537	1,490,240	1,653,975	2,018,437
Development						
Major Gifts	728,288	487,221	246,857	710,520	687,779	509,969
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	661,510
Government Funding	324,406	403,194	384,543	582,070	817,437	1,092,155
REVENUE FROM OPERATIONS	5,802,329	5,883,854	6,422,702	5,937,949	4,897,576	5,646,712
Unrealized (Loss) Gain	19,149	68,524	(40,612)	32,883	27,011	11,795
Interest Income	4,626	3,574	26,416	57,287	10,696	2,085
TOTAL REVENUE	5,826,103	5,955,952	6,408,507	6,028,119	4,935,282	5,660,592
EXPENSES						
Care Services						
Salaries and Benefits	1,695,286	1,403,782	1,483,299	1,565,690	1,507,009	1,520,402
ALS Clinic Centers	342,466	283,045	286,232	289,687	283,478	298,333
Abrams Program	512,066	464,385	607,649	623,034	451,952	353,604
Other Service Expenses	352,836	316,679	256,618	298,724	149,085	185,117
Allocated Overhead	173,901	253,174	282,893	320,125	252,643	199,740
Total Care Services	3,076,556	2,721,065	2,916,691	3,097,259	2,644,167	2,557,197
Research						
Research Payments to NTL	530,000	458,000	250,000	44,340	398,124	218,165
Research Coordinators	148,960	132,506	132,506	127,997	132,506	134,606
Other Research Expense	45,848	47,858	57,641	70,114	47,911	53,877
Allocated Overhead	154,830	225,408	251,868	285,017	224,936	177,834
Total Research	879,638	863,773	692,016	527,468	803,477	584,482
Education						
Education	621,569	618,431	673,092	718,917	526,297	569,733
Allocated Overhead	51,526	75,014	83,820	94,852	74,857	59,182
Total Education	673,095	693,446	756,913	813,769	601,154	628,916
Development						
Fundraising	538,020	469,852	483,397	522,262	542,522	498,947
Events	290,964	354,073	273,634	339,305	59,663	187,465
Allocated Overhead	64,408	93,768	104,775	118,565	93,571	73,978
Total Development	893,392	917,694	861,806	980,132	695,756	760,390
Administrative & Board	496,821	723,295	808,200	914,567	721,778	570,638
TOTAL EXPENSES	6,019,501	5,919,272	6,035,625	6,333,195	5,466,332	5,101,622
NET SURPLUS/(DEFICIT)	\$ (193,398)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 558,970

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

Net Net Surplus (Deficit) for Period	\$ 558,970
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative)	40,716
Provision for Uncollectible Pledge Receivables	(5,365)
Discount on Pledge Receivables	2,221
Provided (Used) by Operating Activities	
Decrease (Increase) in Pledged Receivables	48,903
(Increase) Decrease in Grant Receivables	80,062
(Increase) Decrease in Receivables - Other	(9,479)
Decrease (Increase) in Prepays	(1,327)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(4,294)
Increase (Decrease) in Accounts Payable	144,138
Increase (Decrease) in Accrued Liabilities	(50,240)
Increase (Decrease) in Accrued National - Revenue Sharing	(174,506)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(39,553)
Increase (Decrease) in Accrued National - Research	(827)
Increase (Decrease) in Deferred Rent	<u>(6,952)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>582,467</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(119,563)</u>
 Net Cash Provided (Used) by Investing Activities	 <u>(119,563)</u>
 Cash Provided (Used) by Financing Activities	
Increase (Decrease) in Loan Payable	<u>110,445</u>
 Net Cash Provided (Used) by Financing Activities	 <u>110,445</u>
 Net Surplus/(Deficit) in Cash	 <u>573,348</u>
 Cash and Cash Equivalents Beginning	 <u>3,342,700</u>
 Cash and Cash Equivalents Ending	 <u><u>\$3,916,048</u></u>

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

	Actual YTD	Annual	
	Jan-2022	Budget	Variance
Events			
Special Events	\$ 870,507	\$ 625,000	\$ 245,507
Walks	1,004,103	905,000	99,103
Total Events	1,874,610	1,530,000	344,610
Annual Giving			
Contributions	551,885	360,000	191,885
Grants	799,375	731,250	68,125
Appeals	264,660	290,000	(25,340)
Memorials and Tributes	323,371	210,000	113,371
Workplace Giving	79,146	125,000	(45,854)
Total Annual Giving	2,018,437	1,716,250	302,187
Development			
Major Gifts	509,969	675,000	(165,031)
Bequests	151,541	250,000	(98,459)
Total Development	661,510	925,000	(263,490)
Government Funding	1,092,155	685,375	406,780
REVENUE FROM OPERATIONS	5,646,712	4,856,625	790,087
Unrealized (Loss) Gain	11,795	-	11,795
Interest Income	2,085	58,100	(56,015)
TOTAL REVENUE	5,660,592	4,914,725	745,867
EXPENSES			
Care Services			
Salaries and Benefits	1,520,402	1,405,000	115,402
ALS Clinic Centers	298,333	285,700	12,633
Abrams Program	353,604	553,000	(199,396)
Other Service Expenses	185,117	245,767	(60,650)
Allocated Overhead	199,740	257,088	(57,348)
Total Care Services	2,557,197	2,746,555	(189,358)
Research			
Research Payments to NTL	218,165	256,370	(38,205)
Research Coordinators	134,606	117,191	17,415
Other Research Expense	53,877	6,506	47,371
Allocated Overhead	177,834	228,893	(51,059)
Total Research	584,482	608,960	(24,478)
Education			
Education	569,733	524,605	45,128
Allocated Overhead	59,182	76,174	(16,992)
Total Education	628,916	600,779	28,136
Development			
Fundraising	498,947	417,174	81,773
Events	187,465	208,050	(20,585)
Allocated Overhead	73,978	95,218	(21,240)
Total Development	760,390	720,442	39,948
Administrative & Board	570,638	734,476	(163,838)
TOTAL EXPENSES	5,101,622	5,411,211	(309,589)
NET SURPLUS/(DEFICIT)	\$ 558,970	\$ (496,486)	\$1,055,456
Depreciation	40,716		
Uncollectible Pledge Receivables	(5,365)		
Discount on Pledge Receivables	2,221		
Pledged Receivables	48,903		
Grant Receivables	80,062		
Receivables - Other	(9,479)		
Prepays	(1,327)		
Beneficial Interest in Perpetual Trust	(4,294)		
Purchase of Property & Equipment	(119,563)		
Accounts Payable	144,138		
Accrued Liabilities	(50,240)		
Loan Payable-SBA	110,445		
Accrued National - Revenue Sharing	(174,506)		
Accrued National - Research (Revenue Restricted)	(39,553)		
Accrued National - Research	(827)		
Deferred Rent	(6,952)		
Cash and Cash Equivalents Beginning	3,342,700		
Cash and Cash Equivalents Ending	\$3,916,048		