

# MONTHLY FINANCIAL SUMMARY

## THE ALS ASSOCIATION

### GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 2 Months Ended March 31, 2022

## HIGHLIGHTS

### \$124K in Major Gifts

In March, \$124K in Major Gifts was received.

### Total Revenue is \$576K more than this time last year.

All Revenue Categories are greater than this time last year.

### Overall, Total Expenses are \$251K less than expected

## Through March, Cash Position Remains Strong

Total Cash of \$3.7M represents about 10 months of operating expenses. Generally, having total cash equal to at least 6 months of operating expenses is ideal.

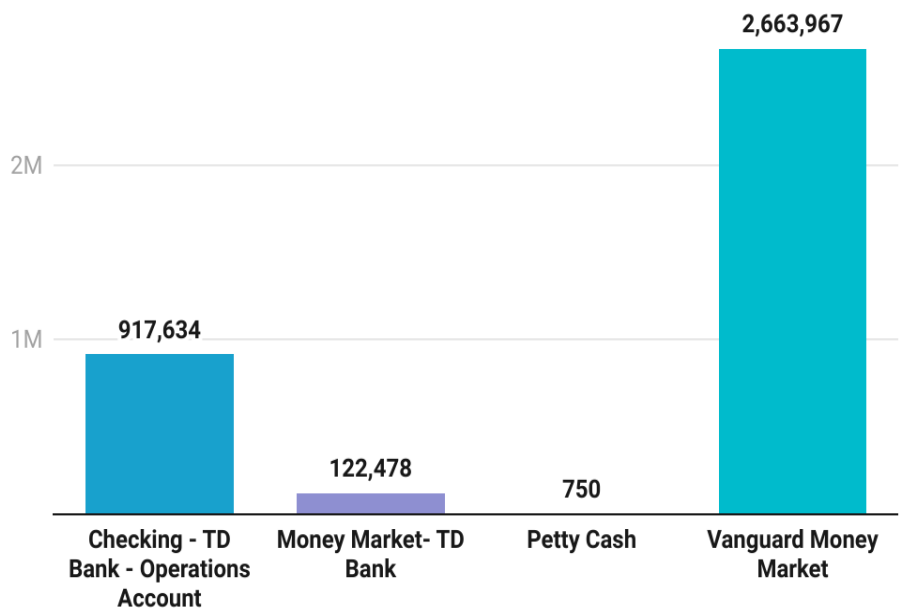


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

## EXECUTIVE SUMMARY

Compared to Budget, there is a favorable variance of \$576K in Revenue from Operations. This due to greater than expected in Total Events, Contributions, Memorials and Tributes, Major Gifts, and Government Funding. Compared to Budget, there is a favorable variance of \$251K in Total Expenses. This is due to less than expected expenses for Care Services, Research, Education, and Administrative & Board.

# FINANCIAL DISCUSSIONS

## Statements of Financial Position

Cash increased \$277K compared to this time last year, attributable to the less than expected expenditures.

### Position

Total Liabilities are a favorable \$1.2M, due to the forgiveness of the 1<sup>st</sup> and 2<sup>nd</sup> PPP Loan.



## Statements of Operations

Total Revenue continues to keep ahead of expectations due to favorable results in Total Events, Total Annual Giving, Development and Government Funding. Care Services Expenses are at a favorable variance of \$53K. Due to a shortage of Aides and the funds allocated to the In-Home Care Grant (IHC) are not being spent.



Compared to Actual results for this time last year, Total Revenue is \$576K more and Total Expenses are \$23K less. The increase in Total Revenue is due to greater Total Events, Total Annual Giving, Total Development and Government Funding. However, Grants, Appeals, Memorials and Tributes, and Workplace Giving are a total of \$72k less than this time last year. The \$83K favorable result in Research expenses is due to a favorable \$78K in Research Payments to National. This time last year, we received about \$94K in research donations compared to \$16K this year.

## Rolling Forecast

Through March, it is projected \$6.9M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be \$251K less than budgeted for FY2023.

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



## ATTACHMENTS

- Statements of Financial Position as of March 31, 2022 and 2021
- Statements of Operations for the two months ended March 31, 2022 and 2021
- Statement of Operations with General & Administration Expenses by Month for the two months ended March 31, 2022
- Statements of Operations for the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and two month ended March 31, 2022.
- Statement of Cash Flows for the two months ended March 31, 2022
- Rolling Forecast for the twelve months ending January 31, 2023

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

|   | <b>2022</b>      | <b>2021</b>      | <b>Variance</b>    |
|---|------------------|------------------|--------------------|
| <b>Assets</b>                             |                  |                  |                    |
| Cash and Cash Equivalents                 | \$ 3,704,829     | \$ 3,427,853     | \$ 276,976         |
| Pledges Receivable                        | 434,319          | 441,321          | (7,003)            |
| 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              | 166,911          | 702,565          | (535,654)          |
| Prepaid Expenses                          | 158,549          | 50,945           | 107,604            |
| Property & Equipment, Net                 | 105,503          | 25,914           | 79,589             |
| Beneficial Interest in Perpetual Trust    | 468,227          | 459,957          | 8,269              |
| <b>Total Assets</b>                       | <b>4,989,650</b> | <b>5,056,724</b> | <b>(67,074)</b>    |
| <b>Liabilities</b>                        |                  |                  |                    |
| Accounts Payable                          | 202,803          | 198,068          | 4,735              |
| Accrued Liabilities                       | 34,261           | 63,760           | (29,499)           |
| Loan Payable-SBA                          | -                | 722,235          | (722,235)          |
| National - Revenue Sharing                | 49,992           | 297,248          | (247,256)          |
| National - Research (Revenue Restricted)  | 15,518           | 227,691          | (212,173)          |
| Deferred Rent                             | 20,587           | 27,994           | (7,406)            |
| <b>Total Liabilities</b>                  | <b>323,162</b>   | <b>1,536,996</b> | <b>(1,213,834)</b> |
| <b>Net Assets</b>                         | <b>4,666,488</b> | <b>3,519,728</b> | <b>1,146,760</b>   |
| <b>Total Liabilities and Net Assets</b>   | <b>4,989,650</b> | <b>5,056,724</b> | <b>(67,074)</b>    |

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
for the two month ended March 31, 2022 and 2021

|                                   | Actual            | Budget              | Actual vs. Budget | Prior Year          | Actual vs. Prior Year |
|-----------------------------------|-------------------|---------------------|-------------------|---------------------|-----------------------|
| <b>REVENUE</b>                    |                   |                     |                   |                     |                       |
| <b>Events</b>                     |                   |                     |                   |                     |                       |
| Special Events                    | \$ 35,708         | \$ 16,446           | \$ 19,262         | \$ 12,985           | \$ 22,723             |
| Walks                             | 65,761            | 44,367              | 21,394            | 38,076              | 27,685                |
| <b>Total Events</b>               | <b>101,469</b>    | <b>60,813</b>       | <b>40,657</b>     | <b>51,061</b>       | <b>50,408</b>         |
| <b>Annual Giving</b>              |                   |                     |                   |                     |                       |
| Contributions                     | 155,953           | 43,824              | 112,129           | 60,464              | 95,489                |
| Grants                            | -                 | 48,747              | (48,747)          | 55,000              | (55,000)              |
| Appeals                           | 5,747             | 20,708              | (14,961)          | 16,608              | (10,861)              |
| Memorials and Tributes            | 54,771            | 43,165              | 11,606            | 55,834              | (1,062)               |
| Workplace Giving                  | 16,510            | 20,182              | (3,671)           | 21,297              | (4,787)               |
| <b>Total Annual Giving</b>        | <b>232,982</b>    | <b>176,626</b>      | <b>56,355</b>     | <b>209,203</b>      | <b>23,779</b>         |
| <b>Development</b>                |                   |                     |                   |                     |                       |
| Major Gifts                       | 125,390           | 34,667              | 90,723            | 29,465              | 95,925                |
| Bequests                          | 2,500             | -                   | 2,500             | -                   | 2,500                 |
| <b>Total Development</b>          | <b>127,890</b>    | <b>34,667</b>       | <b>93,223</b>     | <b>29,465</b>       | <b>98,425</b>         |
| <b>Government Funding</b>         | <b>463,433</b>    | <b>77,977</b>       | <b>385,456</b>    | <b>61,089</b>       | <b>402,345</b>        |
| <b>REVENUE FROM OPERATIONS</b>    | <b>925,774</b>    | <b>350,083</b>      | <b>575,691</b>    | <b>350,817</b>      | <b>574,957</b>        |
| Unrealized (Loss) Gain            | (23,114)          | -                   | (23,114)          | (23,297)            | 183                   |
| Interest Income                   | 614               | 2,026               | (1,412)           | 163                 | 452                   |
| <b>TOTAL REVENUE</b>              | <b>903,275</b>    | <b>352,109</b>      | <b>551,165</b>    | <b>327,683</b>      | <b>575,592</b>        |
| <b>EXPENSES</b>                   |                   |                     |                   |                     |                       |
| <b>Care Services</b>              |                   |                     |                   |                     |                       |
| Salaries and Benefits             | 246,200           | 219,919             | 26,281            | 218,099             | 28,101                |
| ALS Clinic Centers                | 38,237            | 50,280              | (12,043)          | 51,178              | (12,941)              |
| Abrams Program                    | 70,842            | 110,630             | (39,788)          | 75,812              | (4,970)               |
| Other Service Expenses            | 22,411            | 39,509              | (17,098)          | 21,033              | 1,378                 |
| Allocated Overhead                | 25,671            | 35,533              | (9,863)           | 22,680              | 2,991                 |
| <b>Total Care Services</b>        | <b>403,360</b>    | <b>455,871</b>      | <b>(52,511)</b>   | <b>388,802</b>      | <b>14,558</b>         |
| <b>Research</b>                   |                   |                     |                   |                     |                       |
| Research Payments to NTL          | 15,518            | 153,323             | (137,805)         | 93,863              | (78,344)              |
| Research Coordinators             | 14,509            | 19,837              | (5,328)           | 22,784              | (8,276)               |
| Other Research Expense            | 7,485             | 5,083               | 2,401             | 6,487               | 997                   |
| Allocated Overhead                | 23,646            | 32,731              | (9,085)           | 20,891              | 2,755                 |
| <b>Total Research</b>             | <b>61,158</b>     | <b>210,974</b>      | <b>(149,816)</b>  | <b>144,025</b>      | <b>(82,867)</b>       |
| <b>Education</b>                  |                   |                     |                   |                     |                       |
| Education                         | 79,118            | 91,018              | (11,900)          | 75,841              | 3,277                 |
| Allocated Overhead                | 7,606             | 10,528              | (2,922)           | 6,720               | 886                   |
| <b>Total Education</b>            | <b>86,724</b>     | <b>101,546</b>      | <b>(14,822)</b>   | <b>82,561</b>       | <b>4,163</b>          |
| <b>Development</b>                |                   |                     |                   |                     |                       |
| Fundraising                       | 86,563            | 78,725              | 7,838             | 67,984              | 18,579                |
| Events                            | 11,771            | 3,568               | 8,203             | 3,989               | 7,782                 |
| Allocated Overhead                | 9,508             | 13,161              | (3,653)           | 8,400               | 1,108                 |
| <b>Total Development</b>          | <b>107,841</b>    | <b>95,454</b>       | <b>12,387</b>     | <b>80,373</b>       | <b>27,468</b>         |
| <b>Administrative &amp; Board</b> | <b>120,781</b>    | <b>167,185</b>      | <b>(46,404)</b>   | <b>106,708</b>      | <b>14,073</b>         |
| <b>TOTAL EXPENSES</b>             | <b>779,865</b>    | <b>1,031,030</b>    | <b>(251,166)</b>  | <b>802,469</b>      | <b>(22,604)</b>       |
| <b>NET SURPLUS/(DEFICIT)</b>      | <b>\$ 123,410</b> | <b>\$ (678,921)</b> | <b>\$ 802,331</b> | <b>\$ (474,786)</b> | <b>\$ 598,196</b>     |

\* Revenue Sharing for the two month ended March 31, 2022 allocated across all departments is: \$49,992

\*\* Restricted Income: Care Services: \$572,114 Research: \$15,518 Education: \$0

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

|  | Feb-2022          | Mar-2022            | Total             | % of<br>Revenue |
|--|-------------------|---------------------|-------------------|-----------------|
| <b>REVENUE</b>                                     |                   |                     |                   |                 |
| <b>Events</b>                                      |                   |                     |                   |                 |
| Special Events                                     | \$ 7,350          | \$ 28,359           | \$ 35,708         | 4.0%            |
| Walks  | 23,134            | 42,627              | 65,761            | 7.3%            |
| <b>Total Events</b>                                | <b>30,484</b>     | <b>70,986</b>       | <b>101,469</b>    | <b>11.2%</b>    |
| <b>Annual Giving</b>                               |                   |                     |                   |                 |
| Contributions                                      | 141,757           | 14,196              | 155,953           | 17.3%           |
| Appeals  | 1,607             | 4,140               | 5,747             | 0.6%            |
| Memorials and Tributes                             | 28,002            | 26,769              | 54,771            | 6.1%            |
| Workplace Giving                                   | 13,331            | 3,179               | 16,510            | 1.8%            |
| <b>Total Annual Giving</b>                         | <b>184,697</b>    | <b>48,284</b>       | <b>232,982</b>    | <b>25.8%</b>    |
| <b>Development</b>                                 |                   |                     |                   |                 |
| Major Gifts  | 1,890             | 123,500             | 125,390           | 13.9%           |
| Bequests   | -                 | 2,500               | 2,500             | 0.3%            |
| <b>Total Development</b>                           | <b>1,890</b>      | <b>126,000</b>      | <b>127,890</b>    | <b>14.2%</b>    |
| <b>Government Funding</b>                          | <b>463,433</b>    | <b>-</b>            | <b>463,433</b>    | <b>51.3%</b>    |
| <b>REVENUE FROM OPERATIONS</b>                     | <b>680,504</b>    | <b>245,270</b>      | <b>925,774</b>    | <b>102.5%</b>   |
| Unrealized (Loss) Gain                             | (1,187)           | (21,926)            | (23,114)          | -2.6%           |
| Interest Income                                    | 25                | 590                 | 614               | 0.1%            |
| <b>TOTAL REVENUE</b>                               | <b>679,341</b>    | <b>223,933</b>      | <b>903,275</b>    | <b>100.0%</b>   |
| <b>EXPENSES</b>                                    |                   |                     |                   |                 |
| <b>Care Services</b>                               |                   |                     |                   |                 |
| Salaries and Benefits                              | 109,727           | 136,473             | 246,200           | 27.3%           |
| ALS Clinic Centers                                 | 23,121            | 15,116              | 38,237            | 4.2%            |
| Abrams Program                                     | 28,507            | 42,335              | 70,842            | 7.8%            |
| Other Service Expenses                             | 11,751            | 10,660              | 22,411            | 2.5%            |
| <b>Total Care Services</b>                         | <b>173,105</b>    | <b>204,584</b>      | <b>377,690</b>    | <b>41.8%</b>    |
| <b>Research</b>                                    |                   |                     |                   |                 |
| Research Payments to NTL                           | 1,495             | 14,023              | 15,518            | 1.7%            |
| Research Coordinators                              | 10,342            | 4,167               | 14,509            | 1.6%            |
| Other Research Expense                             | 3,345             | 4,140               | 7,485             | 0.8%            |
| <b>Total Research</b>                              | <b>15,182</b>     | <b>22,330</b>       | <b>37,512</b>     | <b>4.2%</b>     |
| <b>Education</b>                                   |                   |                     |                   |                 |
| Education  | 34,668            | 44,450              | 79,118            | 8.8%            |
| <b>Total Education</b>                             | <b>34,668</b>     | <b>44,450</b>       | <b>79,118</b>     | <b>8.8%</b>     |
| <b>Development</b>                                 |                   |                     |                   |                 |
| Fundraising  | 38,578            | 47,985              | 86,563            | 9.6%            |
| Events   | 9,661             | 2,110               | 11,771            | 1.3%            |
| <b>Total Development</b>                           | <b>48,239</b>     | <b>50,095</b>       | <b>98,334</b>     | <b>10.9%</b>    |
| <b>General &amp; Administration</b>                |                   |                     |                   |                 |
| Salaries and Benefits                              | 19,284            | 23,556              | 42,839            | 4.7%            |
| Office Rent  | 10,648            | 11,543              | 22,191            | 2.5%            |
| Office Expense                                     | 1,312             | 72                  | 1,384             | 0.2%            |
| Postage  | 3,007             | 998                 | 4,005             | 0.4%            |
| Printing & Copying                                 | 42                | 936                 | 978               | 0.1%            |
| IT & Related Expenses                              | 23,775            | 9,686               | 33,461            | 3.7%            |
| Insurance  | 2,598             | 1,270               | 3,868             | 0.4%            |
| Telephone  | 2,290             | 1,484               | 3,774             | 0.4%            |
| Bank Charges                                       | 1,133             | 1,431               | 2,564             | 0.3%            |
| Professional Fees                                  | 4,427             | 13,174              | 17,601            | 1.9%            |
| Revenue Sharing                                    | 29,318            | 20,674              | 49,992            | 5.5%            |
| Miscellaneous                                      | 111               | 64                  | 175               | 0.0%            |
| Depreciation                                       | 2,190             | 2,190               | 4,380             | 0.5%            |
| <b>Total General &amp; Administration Expenses</b> | <b>100,135</b>    | <b>87,077</b>       | <b>187,212</b>    | <b>20.7%</b>    |
| <b>TOTAL EXPENSES</b>                              | <b>371,329</b>    | <b>408,535</b>      | <b>779,865</b>    | <b>86.3%</b>    |
| <b>NET SURPLUS/(DEFICIT)</b>                       | <b>\$ 308,012</b> | <b>\$ (184,602)</b> | <b>\$ 123,410</b> | <b>13.7%</b>    |

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

|                                   | FY ended<br>January 31,<br>2018 | FY ended<br>January 31,<br>2019 | FY ended<br>January 31,<br>2020 | FY ended<br>January 31,<br>2021 | FY ended<br>January 31,<br>2022 | For the two<br>month<br>ended<br>March 31,<br>2022 |
|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
| <b>REVENUE</b>                    |                                 |                                 |                                 |                                 |                                 |  |
| <b>Events</b>                     |                                 |                                 |                                 |                                 |                                 |  |
| Special Events                    | \$1,785,990                     | \$1,449,292                     | \$1,552,655                     | \$ 706,907                      | \$ 870,507                      | \$ 35,708  |
| Walks                             | 1,372,352                       | 1,439,061                       | 1,405,110                       | 636,575                         | 1,004,103                       | 65,761   |
| <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>101,469</b>                                     |
| <b>Annual Giving</b>              |                                 |                                 |                                 |                                 |                                 |  |
| Contributions                     | 312,128                         | 260,659                         | 418,874                         | 482,917                         | 551,885                         | 155,953  |
| Grants                            | 664,250                         | 465,250                         | 515,916                         | 438,297                         | 799,375                         | -  |
| Appeals                           | 231,804                         | 265,477                         | 210,780                         | 370,388                         | 264,660                         | 5,747  |
| Memorials and Tributes            | 214,775                         | 283,523                         | 208,545                         | 260,535                         | 323,371                         | 54,771   |
| Workplace Giving                  | 121,260                         | 112,629                         | 136,125                         | 101,838                         | 79,146                          | 16,510   |
| <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>2,018,437</b>                | <b>232,982</b>                                     |
| <b>Development</b>                |                                 |                                 |                                 |                                 |                                 |  |
| Major Gifts                       | 487,221                         | 246,857                         | 710,520                         | 687,779                         | 509,969                         | 125,390  |
| Bequests                          | 290,881                         | 1,515,412                       | 197,355                         | 394,903                         | 151,541                         | 2,500  |
| <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>127,890</b>                                     |
| <b>Government Funding</b>         | <b>403,194</b>                  | <b>384,543</b>                  | <b>582,070</b>                  | <b>817,437</b>                  | <b>1,092,155</b>                | <b>463,433</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>5,646,712</b>                | <b>925,774</b>                                     |
| Unrealized (Loss) Gain            | 68,524                          | (40,612)                        | 32,883                          | 27,011                          | 11,795                          | (23,114)   |
| Interest Income                   | 3,574                           | 26,416                          | 57,287                          | 10,696                          | 2,085                           | 614  |
| <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>5,660,592</b>                | <b>903,275</b>                                     |
| <b>EXPENSES</b>                   |                                 |                                 |                                 |                                 |                                 |  |
| <b>Care Services</b>              |                                 |                                 |                                 |                                 |                                 |  |
| Salaries and Benefits             | 1,403,782                       | 1,483,299                       | 1,565,690                       | 1,507,009                       | 1,520,402                       | 246,200  |
| ALS Clinic Centers                | 283,045                         | 286,232                         | 289,687                         | 283,478                         | 298,333                         | 38,237   |
| Abrams Program                    | 464,385                         | 607,649                         | 623,034                         | 451,952                         | 353,604                         | 70,842   |
| Other Service Expenses            | 316,679                         | 256,618                         | 298,724                         | 149,085                         | 185,117                         | 22,411   |
| Allocated Overhead                | 253,174                         | 282,893                         | 320,125                         | 252,643                         | 199,740                         | 25,671   |
| <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>2,557,197</b>                | <b>403,360</b>                                     |
| <b>Research</b>                   |                                 |                                 |                                 |                                 |                                 |  |
| Research Payments to NTL          | 458,000                         | 250,000                         | 44,340                          | 398,124                         | 218,165                         | 15,518   |
| Research Coordinators             | 132,506                         | 132,506                         | 127,997                         | 132,506                         | 134,606                         | 14,509   |
| Other Research Expense            | 47,858                          | 57,641                          | 70,114                          | 47,911                          | 53,877                          | 7,485  |
| Allocated Overhead                | 225,408                         | 251,868                         | 285,017                         | 224,936                         | 177,834                         | 23,646   |
| <b>Total Research</b>             | <b>863,773</b>                  | <b>692,016</b>                  | <b>527,468</b>                  | <b>803,477</b>                  | <b>584,482</b>                  | <b>61,158</b>                                      |
| <b>Education</b>                  |                                 |                                 |                                 |                                 |                                 |  |
| Education                         | 618,431                         | 673,092                         | 718,917                         | 526,297                         | 569,733                         | 79,118   |
| Allocated Overhead                | 75,014                          | 83,820                          | 94,852                          | 74,857                          | 59,182                          | 7,606  |
| <b>Total Education</b>            | <b>693,446</b>                  | <b>756,913</b>                  | <b>813,769</b>                  | <b>601,154</b>                  | <b>628,916</b>                  | <b>86,724</b>                                      |
| <b>Development</b>                |                                 |                                 |                                 |                                 |                                 |  |
| Fundraising                       | 469,852                         | 483,397                         | 522,262                         | 542,522                         | 498,947                         | 86,563   |
| Events                            | 354,073                         | 273,634                         | 339,305                         | 59,663                          | 187,465                         | 11,771   |
| Allocated Overhead                | 93,768                          | 104,775                         | 118,565                         | 93,571                          | 73,978                          | 9,508  |
| <b>Total Development</b>          | <b>917,694</b>                  | <b>861,806</b>                  | <b>980,132</b>                  | <b>695,756</b>                  | <b>760,390</b>                  | <b>107,841</b>                                     |
| <b>Administrative &amp; Board</b> | <b>723,295</b>                  | <b>808,200</b>                  | <b>914,567</b>                  | <b>721,778</b>                  | <b>570,638</b>                  | <b>120,781</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>5,101,622</b>                | <b>779,865</b>                                     |
| <b>NET SURPLUS/(DEFICIT)</b>      | <b>\$ 36,680</b>                | <b>\$ 372,882</b>               | <b>\$ (305,076)</b>             | <b>\$ (531,049)</b>             | <b>\$ 558,970</b>               | <b>\$ 123,410</b>                                  |

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the two month ended March 31, 2022**

|   |                                |
|---|--------------------------------|
| <b>Net Surplus/(Deficit) for Period</b>   | <b>\$ 123,410</b>              |
| <br><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> | 4,380                          |
| Decrease (Increase) in Pledged Receivables  | (26,900)                       |
| (Increase) Decrease in Grant Receivables  | 246,303                        |
| (Increase) Decrease in Receivables - Other  | 174,902                        |
| Decrease (Increase) in Prepaids   | (102,671)                      |
| Decrease (Increase) in Beneficial Interest in Perpetual Trust   | 22,868                         |
| Increase (Decrease) in Accounts Payable   | (111,796)                      |
| Increase (Decrease) in Accrued Liabilities  | (111)                          |
| Increase (Decrease) in Accrued National - Revenue Sharing   | (44,048)                       |
| Increase (Decrease) in Accrued National - Research (Revenue Restricted)   | (78,757)                       |
| Increase (Decrease) in Deferred Rent  | <u>(1,500)</u>                 |
| <br><b>Net Cash Provided (Used) by Operating Activities</b>   | <br><b><u>206,080</u></b>      |
| <br><b>Cash Provided (Used) by Investing Activities</b>   |                                |
| Purchase of Property & Equipment  | <u>(959)</u>                   |
| <br><b>Net Cash Provided (Used) by Investing Activities</b>   | <br><b><u>(959)</u></b>        |
| <br><b>Cash Provided (Used) by Financing Activities</b>   |                                |
| Increase (Decrease) in Loan Payable   | <u>(416,340)</u>               |
| <br><b>Net Cash Provided (Used) by Financing Activities</b>   | <br><b><u>(416,340)</u></b>    |
| <br><b>Net Surplus/(Deficit) in Cash</b>  | <br><b><u>(211,219)</u></b>    |
| <br><b>Cash and Cash Equivalents Beginning</b>  | <br><b><u>3,916,048</u></b>    |
| <br><b>Cash and Cash Equivalents Ending</b>   | <br><b><u>\$ 3,704,829</u></b> |

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

|  | Actual YTD         |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   | Forecast          |                   |  | Annual |  |
|--|--------------------|---------------------|--------------------|---------------------|--------------------|-------------------|-------------------|-------------------|---------------------|--------------------|---------------------|-------------------|-------------------|-------------------|--|--------|--|
|  | Mar-2022           | Apr-2022            | May-2022           | Jun-2022            | Jul-2022           | Aug-2022          | Sep-2022          | Oct-2022          | Nov-2022            | Dec-2022           | Jan-2023            | TOTALS            | Budget            | Variance          |  |        |  |
| <b>Events</b>                                    |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Special Events                                   | \$ 35,708          | 29,871              | 70,827             | 44,916              | 48,239             | 71,926            | 279,023           | 306,195           | 145,707             | 80,092             | 9,258               | 1,121,762         | \$1,102,500       | \$ 19,262         |  |        |  |
| Walks  | 65,761             | 81,673              | 80,517             | 16,454              | 45,887             | 118,171           | 351,369           | 392,374           | 24,569              | 12,536             | 2,085               | 1,191,394         | 1,170,000         | 21,394            |  |        |  |
| <b>Total Events</b>                              | <b>101,469</b>     | <b>111,544</b>      | <b>151,344</b>     | <b>61,370</b>       | <b>94,126</b>      | <b>190,097</b>    | <b>630,391</b>    | <b>698,569</b>    | <b>170,276</b>      | <b>92,628</b>      | <b>11,343</b>       | <b>2,313,157</b>  | <b>2,272,500</b>  | <b>40,657</b>     |  |        |  |
| <b>Annual Giving</b>                             |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Contributions                                    | 155,953            | 23,415              | 10,044             | 19,824              | 9,937              | 17,575            | 28,261            | 55,056            | 40,486              | 106,992            | 44,586              | 512,129           | 400,000           | 112,129           |  |        |  |
| Grants   | -                  | 14,624              | 7,534              | 141,811             | -                  | 8,863             | 314,643           | 60,270            | 62,042              | 23,377             | 26,590              | 659,753           | 708,500           | (48,747)          |  |        |  |
| Appeals  | 5,747              | 36,587              | 33,572             | 32,684              | 23,832             | 2,556             | 15,571            | 18,516            | 26,898              | 93,155             | 25,919              | 315,039           | 330,000           | (14,961)          |  |        |  |
| Memorials and Tributes                           | 54,771             | 14,156              | 28,551             | 18,151              | 16,610             | 12,865            | 17,064            | 7,728             | 20,922              | 43,933             | 26,857              | 261,606           | 250,000           | 11,606            |  |        |  |
| Workplace Giving                                 | 16,510             | 6,965               | 3,709              | 4,334               | 1,874              | 6,501             | 2,406             | 2,129             | 6,586               | 11,699             | 8,615               | 71,329            | 75,000            | (3,671)           |  |        |  |
| <b>Total Annual Giving</b>                       | <b>232,982</b>     | <b>95,748</b>       | <b>83,410</b>      | <b>216,803</b>      | <b>52,253</b>      | <b>48,361</b>     | <b>377,945</b>    | <b>143,698</b>    | <b>156,934</b>      | <b>279,155</b>     | <b>132,567</b>      | <b>1,819,855</b>  | <b>1,763,500</b>  | <b>56,355</b>     |  |        |  |
| <b>Development</b>                               |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Major Gifts                                      | 125,390            | 1,200               | 141,391            | 147                 | 51,797             | 58,857            | 20,791            | 137,564           | 41,950              | 109,136            | 2,500               | 690,723           | 600,000           | 90,723            |  |        |  |
| Bequests   | 2,500              | -                   | 227,086            | -                   | 21,908             | 1,006             | -                 | -                 | -                   | -                  | -                   | 252,500           | 250,000           | 2,500             |  |        |  |
| <b>Total Development</b>                         | <b>127,890</b>     | <b>1,200</b>        | <b>368,477</b>     | <b>147</b>          | <b>73,706</b>      | <b>59,862</b>     | <b>20,791</b>     | <b>137,564</b>    | <b>41,950</b>       | <b>109,136</b>     | <b>2,500</b>        | <b>943,223</b>    | <b>850,000</b>    | <b>93,223</b>     |  |        |  |
| <b>Government Funding</b>                        | <b>463,433</b>     | <b>45,386</b>       | <b>94,400</b>      | <b>57,191</b>       | <b>113,023</b>     | <b>628,256</b>    | <b>59,424</b>     | <b>163,957</b>    | <b>76,177</b>       | <b>64,067</b>      | <b>59,623</b>       | <b>1,824,937</b>  | <b>1,453,717</b>  | <b>371,220</b>    |  |        |  |
| <b>REVENUE FROM OPERATIONS</b>                   | <b>925,774</b>     | <b>253,878</b>      | <b>697,630</b>     | <b>335,511</b>      | <b>333,107</b>     | <b>926,576</b>    | <b>1,088,551</b>  | <b>1,143,789</b>  | <b>445,337</b>      | <b>544,986</b>     | <b>206,032</b>      | <b>6,901,172</b>  | <b>6,339,717</b>  | <b>561,455</b>    |  |        |  |
| Unrealized (Loss) Gain                           | (23,114)           | -                   | -                  | -                   | -                  | -                 | -                 | -                 | -                   | -                  | -                   | (23,114)          | -                 | (23,114)          |  |        |  |
| Interest Income                                  | 614                | 455                 | 470                | 1,833               | 13,387             | 341               | 1,369             | 341               | 330                 | 5,108              | 341                 | 24,588            | 26,000            | (1,412)           |  |        |  |
| <b>TOTAL REVENUE</b>                             | <b>903,275</b>     | <b>254,333</b>      | <b>698,101</b>     | <b>337,343</b>      | <b>346,494</b>     | <b>926,916</b>    | <b>1,089,920</b>  | <b>1,144,130</b>  | <b>445,667</b>      | <b>550,095</b>     | <b>206,373</b>      | <b>6,902,646</b>  | <b>6,365,717</b>  | <b>536,929</b>    |  |        |  |
| <b>EXPENSES</b>                                  |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| <b>Care Services</b>                             |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Salaries and Benefits                            | 246,200            | 109,414             | 154,309            | 121,427             | 137,573            | 104,744           | 122,683           | 119,917           | 180,245             | 150,660            | 112,199             | 1,559,371         | 1,533,090         | 26,281            |  |        |  |
| ALS Clinic Centers                               | 38,237             | 22,753              | 27,343             | 22,616              | 22,195             | 26,518            | 23,408            | 22,410            | 26,721              | 23,241             | 25,615              | 281,057           | 293,100           | (12,043)          |  |        |  |
| Abrams Program                                   | 70,842             | 49,428              | 48,009             | 40,160              | 38,569             | 38,457            | 41,204            | 37,812            | 52,587              | 36,405             | 22,739              | 476,212           | 516,000           | (39,788)          |  |        |  |
| Other Service Expenses                           | 22,411             | 21,366              | 18,357             | 21,212              | 29,476             | 21,871            | 40,486            | 39,914            | 56,719              | 31,162             | 27,654              | 330,627           | 347,725           | (17,098)          |  |        |  |
| Allocated Overhead                               | 25,671             | 17,767              | 17,767             | 17,767              | 17,767             | 17,767            | 17,767            | 17,767            | 17,767              | 17,767             | 17,767              | 203,337           | 213,200           | (9,863)           |  |        |  |
| <b>Total Care Services</b>                       | <b>403,360</b>     | <b>220,727</b>      | <b>265,784</b>     | <b>223,182</b>      | <b>245,580</b>     | <b>209,357</b>    | <b>245,548</b>    | <b>237,820</b>    | <b>334,040</b>      | <b>259,234</b>     | <b>205,973</b>      | <b>2,850,604</b>  | <b>2,903,115</b>  | <b>(52,511)</b>   |  |        |  |
| <b>Research</b>                                  |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Research Payments to NTL                         | 15,518             | (46,872)            | 12,901             | 125,226             | (62,480)           | 8,404             | 7,977             | 3,893             | 60,108              | 92,182             | 1,708               | 218,565           | 356,370           | (137,805)         |  |        |  |
| Research Coordinators                            | 14,509             | 9,004               | 10,832             | 9,004               | 9,004              | 10,832            | 9,004             | 9,004             | 10,832              | 9,004              | 10,832              | 111,863           | 117,191           | (5,328)           |  |        |  |
| Other Research Expense                           | 7,485              | 2,476               | 3,569              | 2,944               | 3,097              | 2,959             | 3,008             | 7,424             | 4,108               | 4,981              | 2,567               | 44,618            | 42,217            | 2,401             |  |        |  |
| Allocated Overhead                               | 23,646             | 16,365              | 16,365             | 16,365              | 16,365             | 16,365            | 16,365            | 16,365            | 16,365              | 16,365             | 16,365              | 187,299           | 196,384           | (9,085)           |  |        |  |
| <b>Total Research</b>                            | <b>61,158</b>      | <b>(19,026)</b>     | <b>43,668</b>      | <b>153,539</b>      | <b>(34,013)</b>    | <b>38,561</b>     | <b>36,354</b>     | <b>36,686</b>     | <b>91,414</b>       | <b>122,533</b>     | <b>31,472</b>       | <b>562,346</b>    | <b>712,162</b>    | <b>(149,816)</b>  |  |        |  |
| <b>Education</b>                                 |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Education  | 79,118             | 47,855              | 56,775             | 43,670              | 48,452             | 50,496            | 99,271            | 73,372            | 78,745              | 52,558             | 41,765              | 672,076           | 683,976           | (11,900)          |  |        |  |
| Allocated Overhead                               | 7,606              | 5,264               | 5,264              | 5,264               | 5,264              | 5,264             | 5,264             | 5,264             | 5,264               | 5,264              | 5,264               | 60,248            | 63,170            | (2,922)           |  |        |  |
| <b>Total Education</b>                           | <b>86,724</b>      | <b>53,119</b>       | <b>62,039</b>      | <b>48,934</b>       | <b>53,716</b>      | <b>55,761</b>     | <b>104,535</b>    | <b>78,636</b>     | <b>84,009</b>       | <b>57,822</b>      | <b>47,029</b>       | <b>732,324</b>    | <b>747,146</b>    | <b>(14,822)</b>   |  |        |  |
| <b>Development</b>                               |                    |                     |                    |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Fundraising                                      | 86,563             | 42,328              | 58,688             | 44,471              | 48,341             | 40,473            | 46,167            | 45,464            | 66,655              | 63,822             | 42,646              | 585,617           | 577,779           | 7,838             |  |        |  |
| Events   | 11,771             | 7,586               | 3,487              | 3,198               | 5,363              | 7,860             | 31,700            | 31,121            | 54,247              | 1,121              | 18,425              | 175,878           | 167,675           | 8,203             |  |        |  |
| Allocated Overhead                               | 9,508              | 6,580               | 6,580              | 6,580               | 6,580              | 6,580             | 6,580             | 6,580             | 6,580               | 6,580              | 6,580               | 75,310            | 78,963            | (3,653)           |  |        |  |
| <b>Total Development</b>                         | <b>107,841</b>     | <b>56,494</b>       | <b>68,755</b>      | <b>54,249</b>       | <b>60,284</b>      | <b>54,913</b>     | <b>84,447</b>     | <b>83,165</b>     | <b>127,482</b>      | <b>71,523</b>      | <b>67,651</b>       | <b>836,804</b>    | <b>824,417</b>    | <b>12,387</b>     |  |        |  |
| <b>Administrative &amp; Board</b>                | <b>120,781</b>     | <b>83,593</b>       | <b>83,593</b>      | <b>83,593</b>       | <b>83,593</b>      | <b>83,593</b>     | <b>83,593</b>     | <b>83,593</b>     | <b>83,593</b>       | <b>83,593</b>      | <b>83,593</b>       | <b>956,707</b>    | <b>1,003,111</b>  | <b>(46,404)</b>   |  |        |  |
| <b>TOTAL EXPENSES</b>                            | <b>779,865</b>     | <b>394,907</b>      | <b>523,838</b>     | <b>563,496</b>      | <b>409,160</b>     | <b>442,185</b>    | <b>554,476</b>    | <b>519,899</b>    | <b>720,537</b>      | <b>594,705</b>     | <b>435,718</b>      | <b>5,938,785</b>  | <b>6,189,951</b>  | <b>(251,166)</b>  |  |        |  |
| <b>NET SURPLUS/(DEFICIT)</b>                     | <b>\$ 123,410</b>  | <b>\$ (140,574)</b> | <b>\$ 174,262</b>  | <b>\$ (226,153)</b> | <b>\$ (62,666)</b> | <b>\$ 484,731</b> | <b>\$ 535,444</b> | <b>\$ 624,231</b> | <b>\$ (274,870)</b> | <b>\$ (44,610)</b> | <b>\$ (229,345)</b> | <b>\$ 963,861</b> | <b>\$ 175,766</b> | <b>\$ 788,095</b> |  |        |  |
| Depreciation                                     | 4,380              | 2,178               | 2,178              |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Pledged Receivables                              | (26,900)           | 40,906              | 10,227             |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Grant Receivables                                | 246,303            | 146,428             | 110,809            |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Receivables - Other                              | 174,902            | 97,423              | 40,000             |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Prepays  | (102,671)          | (8,744)             | (8,744)            |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Beneficial Interest in Perpetual Trust           | 22,868             | -                   | -                  |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Purchase of Property & Equipment                 | (959)              | -                   | -                  |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Accounts Payable                                 | (111,796)          | (280,525)           | (196,161)          |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Accrued Liabilities                              | (111)              | (12,000)            | (12,000)           |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Loan Payable-SBA                                 | (416,340)          | -                   | -                  |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Accrued National - Revenue Sharing               | (44,048)           | -                   | -                  |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Accrued National - Research (Revenue Restricted) | (78,757)           | -                   | -                  |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| Deferred Rent                                    | (1,500)            | (750)               | (750)              |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| <b>Cash and Cash Equivalents Beginning</b>       | <b>3,916,048</b>   | <b>3,704,829</b>    | <b>3,549,172</b>   |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |
| <b>Cash and Cash Equivalents Ending</b>          | <b>\$3,704,829</b> | <b>\$3,549,172</b>  | <b>\$3,668,993</b> |                     |                    |                   |                   |                   |                     |                    |                     |                   |                   |                   |  |        |  |