

MEMORANDUM

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

FROM: Angelo DeSantis, YPTC

DATE: November 24, 2021

SUBJECT: October 31, 2021 Preliminary and Unaudited Financial Statements

Your financial statements for the nine months through October 31, 2021 are attached.

These reports include:

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

Summary

- The Statement of Financial Position remains strong with Total Liabilities equal to 11% of Total Assets. The Loan Payable-SBA, aka PPP Loan, is 7% of Total Assets.
- Compared to Budget, there is a favorable variance of \$1M in Revenue from Operations; due to favorable variances of \$597K in Government Funding and \$410K in Total Events.
- Compared to Budget, there is a favorable variance of \$495K 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 \$1.5M.

Cash

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

Revenue & Expense

- Compared to Budget, there is a favorable variance of \$1M in Total Revenue.
 - There is a favorable variance of \$410K in Total Events. This is due to the number of Walks and Special Events that took place in September and October.
 - There is an unfavorable variance of (\$19K) in revenue from Development. Bequests are at an unfavorable (\$23K), while Major Gifts are at a favorable \$4K. Total Annual Giving has a favorable variance of \$55K. Contributions, Grants and Memorials and Tributes have a \$152K favorable variance. While Appeals and Workplace Giving have an unfavorable variance of (\$97K).
 - Care Services Expenses are at a favorable variance of \$207K, 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.
 - Through October, Total General and Administrative expenses are 22% of Total Revenue. The following General & Administrative expense line items are 16% of Revenue:
 - Salaries and Benefits: 4%
 - Office Rent: 2%
 - IT & Related Expenses: 3%
 - Revenue Sharing: 7%
- Compared to Actual for this time last year, there is a favorable variance of \$1.3M in Total Revenue and a favorable variance of \$466K in Total Expenses. Net Surplus (Deficit) is a favorable variance of \$1.8M from this time last year. The favorable variance in Total Revenue is due to favorable variances for Events, Annual Giving, Development, and Government Funding.
- Care Services, Research, and Development 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 October's Financial Statements. The report summarizes and visualizes the revenue and expenses for each program. Through October, Care Services has a Net Surplus of \$26K, due to less than expected expenses.

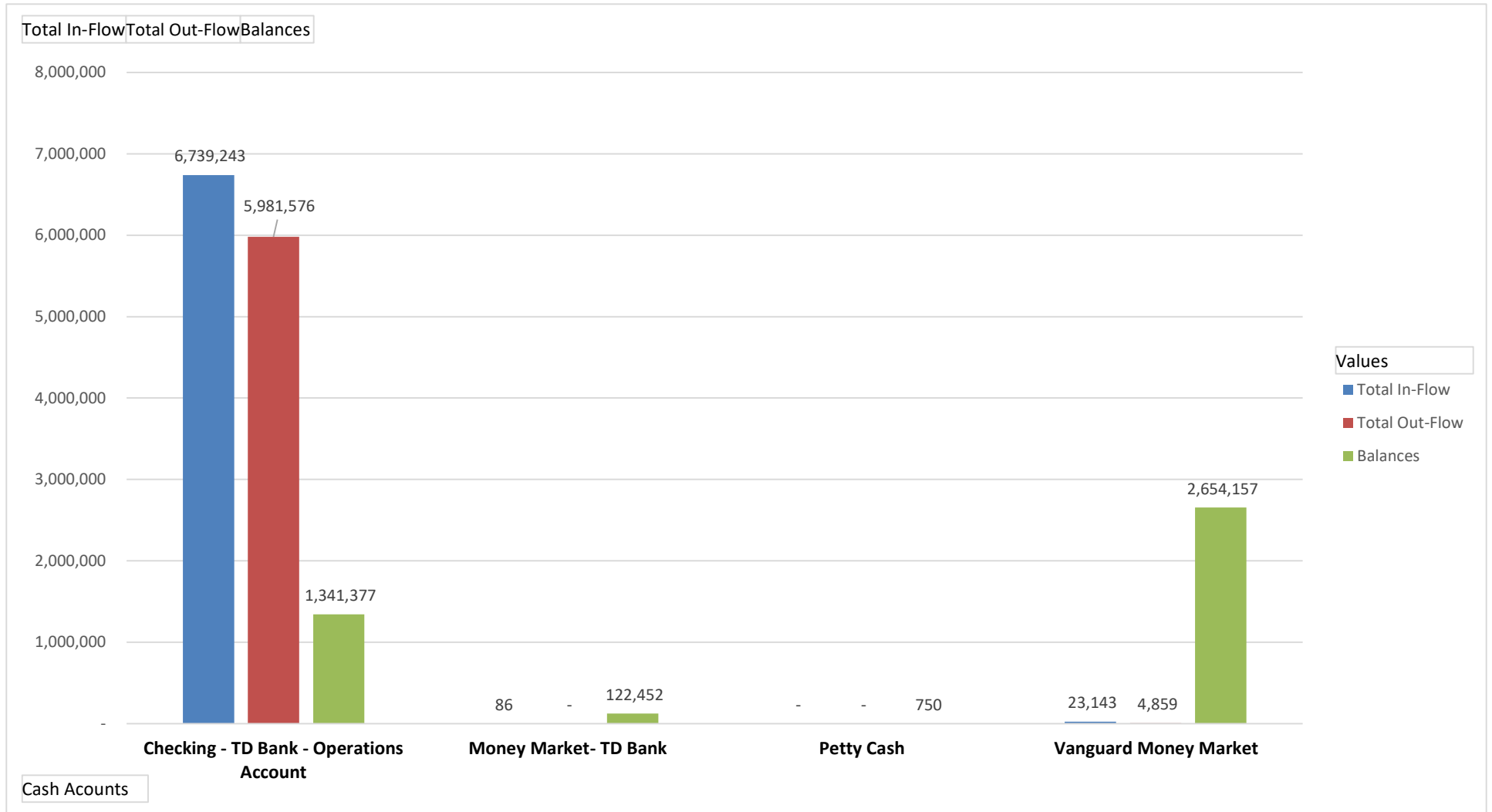
Other Notes

- The application for the forgiveness of the 2nd PPP Loan should be started soon.
- The FY2023 Budget process has begun.

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

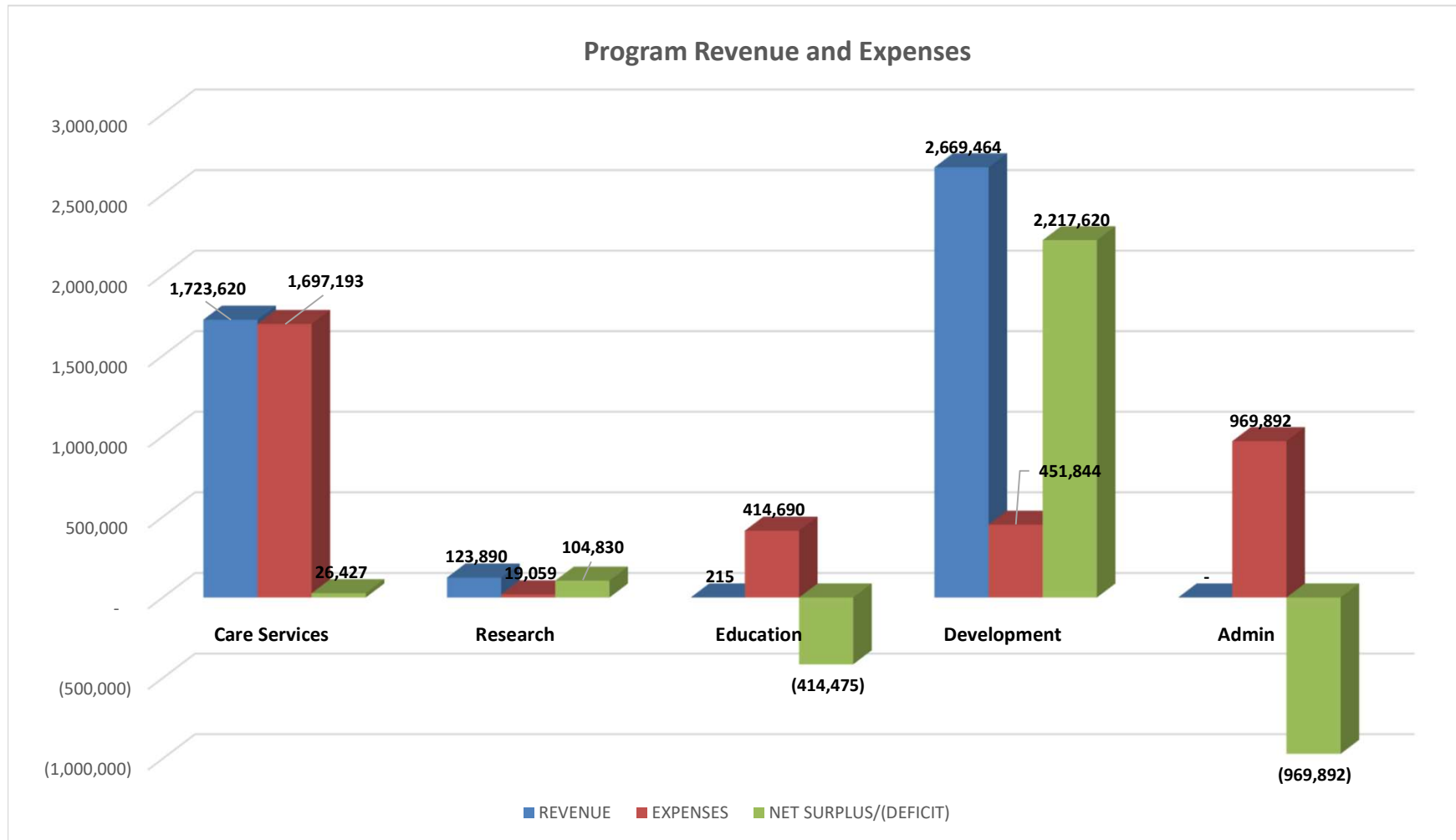
**The ALS Association Greater Philadelphia Chapter
Cash Summary
for the nine months ended October 31, 2021**

Account	Total In-Flow	Total Out-Flow	Balances
Checking - TD Bank - Operations Account	6,739,243	5,981,576	1,341,377
Money Market- TD Bank	86	-	122,452
Petty Cash	-	-	750
Vanguard Money Market	23,143	4,859	2,654,157
Grand Total	6,762,472	5,986,436	4,118,737



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

Activity	Care Services	Research	Education	Development	Admin	Totals
REVENUE	1,723,620	123,890	215	2,669,464	-	4,517,188
EXPENSES	1,697,193	19,059	414,690	451,844	969,892	3,552,678
NET SURPLUS/(DEFICIT)	26,427	104,830	(414,475)	2,217,620	(969,892)	964,510



**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of October 31, 2021 and October 30, 2020**

	2021	2020
Assets		
Cash and Cash Equivalents	\$ 4,118,737	\$ 3,391,516
Pledges Receivable	470,194	384,721
Less: Allowance for Uncollectible Pledges	(50,059)	(53,210)
Less: Discount Pledged Receivables	(1,773)	(6,130)
Grants and Other Receivables	449,896	470,468
Prepaid Expenses	29,498	62,230
Property & Equipment, Net	49,147	36,589
Beneficial Interest in Perpetual Trust	509,097	453,750
Total Assets	5,574,736	4,739,935
Liabilities		
Accounts Payable	47,354	320,000
Accrued Liabilities	(47,381)	39,509
Loan Payable-SBA	416,340	305,895
National - Revenue Sharing	149,621	155,859
National - Research (Revenue Restricted)	12,411	164,626
Deferred Rent	24,336	30,606
Total Liabilities	602,681	1,016,495
Net Assets	4,972,054	3,723,441
Total Liabilities and Net Assets	\$5,574,736	\$4,739,935

**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the nine months ended October 31, 2021 and 2020**

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 684,711	\$ 460,000	\$ 224,711	\$ 520,775	\$ 163,936
Walks	970,471	785,000	185,471	583,467	387,004
Total Events	1,655,182	1,245,000	410,182	1,104,242	550,940
Annual Giving					
Contributions	286,852	225,000	61,852	279,322	7,529
Grants	498,000	487,750	10,250	398,297	99,703
Appeals	137,590	195,000	(57,410)	183,696	(46,106)
Memorials and Tributes	214,844	135,000	79,844	143,874	70,969
Workplace Giving	50,759	90,000	(39,241)	80,647	(29,888)
Total Annual Giving	1,188,045	1,132,750	55,295	1,085,837	102,208
Development					
Major Gifts	379,429	375,000	4,429	347,736	31,693
Bequests	151,541	175,000	(23,459)	62,604	88,938
Total Development	530,970	550,000	(19,030)	410,340	120,630
Government Funding	1,110,576	514,031	596,545	615,241	495,335
REVENUE FROM OPERATIONS	4,484,773	3,441,781	1,042,992	3,215,660	1,269,113
Unrealized (Loss) Gain	30,794	-	30,794	(9,636)	40,430
Interest Income	1,622	37,100	(35,478)	10,406	(8,784)
TOTAL REVENUE	4,517,188	3,478,881	1,038,307	3,216,430	1,300,759
EXPENSES					
Care Services					
Salaries and Benefits	1,080,277	1,077,183	3,094	1,157,015	(76,738)
ALS Clinic Centers	221,140	214,272	6,868	212,056	9,084
Abrams Program	275,752	414,747	(138,995)	339,323	(63,571)
Other Service Expenses	120,024	184,318	(64,294)	119,937	87
Allocated Overhead	179,148	192,816	(13,667)	166,897	12,252
Total Care Services	1,876,341	2,083,335	(206,994)	1,995,228	(118,886)
Research					
Research Payments to NTL	(119,187)	192,276	(311,463)	264,294	(383,481)
Research Coordinators	99,379	87,894	11,485	99,380	(0)
Other Research Expense	38,867	4,878	33,989	37,417	1,450
Allocated Overhead	159,501	171,670	(12,168)	148,593	10,908
Total Research	178,561	456,718	(278,157)	549,684	(371,123)
Education					
Education	414,690	393,457	21,233	413,211	1,478
Allocated Overhead	53,081	57,131	(4,050)	49,451	3,630
Total Education	467,771	450,588	17,183	462,662	5,109
Development					
Fundraising	348,747	312,883	35,864	418,778	(70,031)
Events	103,097	122,000	(18,903)	53,615	49,482
Allocated Overhead	66,351	71,413	(5,062)	61,814	4,538
Total Development	518,195	506,296	11,899	534,207	(16,012)
Administrative & Board	511,810	550,857	(39,046)	476,809	35,001
TOTAL EXPENSES	3,552,678	4,047,794	(495,115)	4,018,590	(465,912)
NET SURPLUS/(DEFICIT)	\$ 964,510	\$ (568,912)	\$ 1,533,422	\$ (802,160)	\$ 1,766,670

* Revenue Sharing for the nine months ended October 31, 2021 allocated across all departments is: \$330,008

** Restricted Income: Care Services: \$1,723,620 Research: \$123,890 Education: \$215

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

	YTD	% of Revenue
REVENUE		
Events		
Special Events	\$ 684,711	15.2%
Walks	970,471	21.5%
Total Events	1,655,182	36.6%
Annual Giving		
Contributions	286,852	6.4%
Grants	498,000	11.0%
Appeals	137,590	3.0%
Memorials and Tributes	214,844	4.8%
Workplace Giving	50,759	1.1%
Total Annual Giving	1,188,045	26.3%
Development		
Major Gifts	379,429	8.4%
Bequests	151,541	3.4%
Total Development	530,970	11.8%
Government Funding		
	1,110,576	24.6%
REVENUE FROM OPERATIONS		
	4,484,773	99.3%
Unrealized (Loss) Gain	30,794	0.7%
Interest Income	1,622	0.0%
TOTAL REVENUE	4,517,188	100.0%
EXPENSES		
Care Services		
Salaries and Benefits	1,080,277	23.9%
ALS Clinic Centers	221,140	4.9%
Abrams Program	275,752	6.1%
Other Service Expenses	120,024	2.7%
Total Care Services	1,697,193	37.6%
Research		
Research Payments to NTL	(119,187)	-2.6%
Research Coordinators	99,379	2.2%
Other Research Expense	38,867	0.9%
Total Research	19,059	0.4%
Education		
Education	414,690	9.2%
Total Education		
Development		
Fundraising	348,747	7.7%
Events	103,097	2.3%
Total Development	451,844	10.0%
General & Administration		
Salaries and Benefits	176,972	3.9%
Staff Development	159	0.0%
Office Rent	94,199	2.1%
Office Expense	11,753	0.3%
Dues, Books, & Subscriptions	1,230	0.0%
Postage	11,851	0.3%
Printing & Copying	5,401	0.1%
IT & Related Expenses	129,501	2.9%
Insurance	17,293	0.4%
Telephone	24,228	0.5%
Meals & Entertainment	441	0.0%
Travel Expense	142	0.0%
Bank Charges	30,985	0.7%
Professional Fees	74,927	1.7%
Revenue Sharing	330,008	7.3%
Miscellaneous	32,308	0.7%
Depreciation	28,492	0.6%
Total General & Administration Expenses	969,892	21.5%
TOTAL EXPENSES	3,552,678	78.6%
NET SURPLUS/(DEFICIT)	\$ 964,510	21.4%

(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 nine months ended October 31, 2021

	Feb-2021	Mar-2021	Apr-2021	May-2021	Jun-2021	Jul-2021	Aug-2021	Sep-2021	Oct-2021	Total	% of Revenue
REVENUE											
Events											
Special Events	\$ 4,468	\$ 8,517	\$ 23,586	\$ 55,923	\$ 35,464	\$ 38,088	\$ 56,791	\$ 220,109	\$ 241,764	\$ 684,711	15.2%
Walks	8,600	29,476	70,092	69,100	14,121	39,381	101,415	301,547	336,739	970,471	21.5%
Total Events	13,068	37,993	93,678	125,023	49,585	77,469	158,206	521,657	578,503	1,655,182	36.6%
Annual Giving											
Contributions	17,199	43,264	32,307	13,858	27,351	13,710	24,224	38,968	75,972	286,852	6.4%
Grants	-	55,000	16,500	8,500	160,000	-	10,000	180,000	68,000	498,000	11.0%
Appeals	14,103	2,505	29,343	26,925	26,213	19,113	2,050	12,488	4,850	137,590	3.0%
Memorials and Tributes	23,187	32,647	18,310	36,930	23,478	21,484	16,641	22,072	20,096	214,844	4.8%
Workplace Giving	15,326	5,971	7,350	3,914	4,573	1,978	6,861	2,539	2,246	50,759	1.1%
Total Annual Giving	69,815	139,387	103,810	90,127	241,614	56,286	59,775	256,067	171,164	1,188,045	26.3%
Development											
Major Gifts	3,545	25,920	1,020	120,175	125	44,025	50,025	17,671	116,923	379,429	8.4%
Bequests	-	-	-	137,652	-	13,280	610	-	-	151,541	3.4%
Total Development	3,545	25,920	1,020	257,827	125	57,305	50,635	17,671	116,923	530,970	11.8%
Government Funding	25,533	35,556	73,954	44,804	88,544	749,079	46,553	46,553	-	1,110,576	24.6%
REVENUE FROM OPERATIONS	111,961	238,856	272,462	517,781	379,868	940,139	315,169	841,948	866,589	4,484,773	99.3%
Unrealized (Loss) Gain	728	(24,025)	2,133	432	58,149	22	1,117	(10,553)	2,791	30,794	0.7%
Interest Income	34	128	37	38	147	1,074	27	110	27	1,622	0.0%
TOTAL REVENUE	112,723	214,960	274,632	518,251	438,165	941,234	316,313	831,504	869,407	4,517,188	100.0%
EXPENSES											
Care Services											
Salaries and Benefits	115,656	102,443	108,508	153,031	120,422	136,435	103,878	121,668	118,237	1,080,277	23.9%
ALS Clinic Centers	27,409	23,769	23,159	27,831	23,020	22,591	26,992	23,826	22,543	221,140	4.9%
Abrams Program	31,211	44,601	33,872	32,900	27,521	26,430	28,354	28,236	24,627	275,752	6.1%
Other Service Expenses	7,967	13,066	11,374	9,773	11,293	15,692	11,643	21,554	17,662	120,024	2.7%
Total Care Services	182,243	183,879	176,914	223,535	182,255	201,148	168,866	195,283	183,069	1,697,193	37.6%
Research											
Research Payments to NTL	32,769	61,093	(28,694)	7,898	76,662	(38,249)	(237,931)	4,883	2,383	(119,187)	-2.6%
Research Coordinators	12,442	10,342	10,342	12,442	10,342	10,342	12,442	10,342	10,342	99,379	2.2%
Other Research Expense	3,371	3,116	3,160	4,555	3,757	3,952	3,777	3,838	3,340	38,867	0.9%
Total Research	48,583	74,552	(15,192)	24,895	90,761	(23,955)	(221,712)	19,064	22,065	19,059	0.4%
Education											
Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	50,109	414,690	9.2%
Total Education											
Development											
Fundraising	35,643	32,341	36,552	50,680	38,403	41,745	34,951	39,868	38,562	348,747	7.7%
Events	(546)	4,536	8,482	3,899	3,575	5,996	8,787	35,441	32,928	103,097	2.3%
Total Development	35,097	36,876	45,034	54,579	41,978	47,741	43,739	75,309	71,490	451,844	10.0%
General & Administration											
Salaries and Benefits	18,025	17,085	17,859	25,152	20,002	21,686	19,009	21,213	16,939	176,972	3.9%
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	10,537	94,199	2.1%
Office Expense	1,220	1,321	1,387	1,163	1,407	1,265	1,163	1,344	1,485	11,753	0.3%
Dues, Books, & Subscriptions	-	170	-	100	1,001	-	159	700	-	1,230	0.0%
Postage	21	1,389	2,007	2,099	985	1,109	69	3,013	1,158	11,851	0.3%
Printing & Copying	378	956	1,130	693	65	989	181	135	874	5,401	0.1%
IT & Related Expenses	28,338	15,109	12,662	12,271	12,704	13,066	12,590	9,958	12,805	129,501	2.9%
Insurance	1,354	2,705	1,891	1,891	1,891	1,891	1,891	1,891	1,891	17,293	0.4%
Telephone	2,033	6,113	1,781	3,031	2,351	2,463	2,455	2,456	1,544	24,228	0.5%
Meals & Entertainment	-	50	-	106	82	168	36	-	-	441	0.0%
Travel Expense	-	-	-	-	32	-	110	-	-	142	0.0%
Bank Charges	1,106	1,935	2,756	3,234	1,426	2,197	(5,319)	8,765	14,885	30,985	0.7%
Professional Fees	5,864	6,038	6,938	14,613	6,788	12,400	6,463	12,975	2,850	74,927	1.7%
Revenue Sharing	32,337	(3,635)	5,071	43,479	(2,238)	9,765	164,781	(35,696)	116,144	330,008	7.3%
Miscellaneous	860	-	(18)	112	1,620	408	538	10,214	18,574	32,308	0.7%
Depreciation	2,081	2,081	2,081	3,628	3,628	3,628	3,789	3,789	3,789	28,492	0.6%
Total General & Administration Expenses	104,132	61,266	65,961	122,045	61,270	81,468	218,893	51,383	203,474	969,892	21.5%
TOTAL EXPENSES	402,118	400,351	312,593	472,362	412,652	346,776	251,862	423,756	530,208	3,552,678	78.6%
NET SURPLUS/(DEFICIT)	\$ (289,395)	\$ (185,391)	\$ (37,961)	\$ 45,890	\$ 25,512	\$ 594,458	\$ 64,450	\$ 407,748	\$ 339,199	\$ 964,510	21.4%

(A) Other Depreciation is Allocated to Care Services

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and nine months ended October 31, 2021

	FY ended January 31, 2017	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	For the nine months ended October 31, 2021
REVENUE						
Events						
Special Events	1,667,838	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 684,711
Walks	1,306,879	1,372,352	1,439,061	1,405,110	636,575	970,471
Total Events	2,974,716	3,158,342	2,888,353	2,957,765	1,343,482	1,655,182
Annual Giving						
Contributions	490,727	312,128	260,659	418,874	482,917	286,852
Grants	475,189	664,250	465,250	515,916	438,297	498,000
Appeals	246,692	231,804	265,477	210,780	370,388	137,590
Memorials and Tributes	221,778	214,775	283,523	208,545	260,535	214,844
Workplace Giving	141,036	121,260	112,629	136,125	101,838	50,759
Total Annual Giving	1,575,422	1,544,217	1,387,537	1,490,240	1,653,975	1,188,045
Development						
Major Gifts	728,288	487,221	246,857	710,520	687,779	379,429
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	530,970
Government Funding	324,406	403,194	384,543	582,070	817,437	1,110,576
REVENUE FROM OPERATIONS	5,802,329	5,883,854	6,422,702	5,937,949	4,897,576	4,484,773
Unrealized (Loss) Gain	19,149	68,524	(40,612)	32,883	27,011	30,794
Interest Income	4,626	3,574	26,416	57,287	10,696	1,622
TOTAL REVENUE	5,826,103	5,955,952	6,408,507	6,028,119	4,935,282	4,517,188
EXPENSES						
Care Services						
Salaries and Benefits	1,695,286	1,403,782	1,483,299	1,565,690	1,507,009	1,080,277
ALS Clinic Centers	342,466	283,045	286,232	289,687	283,478	221,140
Abrams Program	512,066	464,385	607,649	623,034	451,952	275,752
Other Service Expenses	352,836	316,679	256,618	298,724	149,085	120,024
Allocated Overhead	173,901	253,174	282,893	320,125	252,643	179,148
Total Care Services	3,076,556	2,721,065	2,916,691	3,097,259	2,644,167	1,876,341
Research						
Research Payments to NTL	530,000	458,000	250,000	44,340	398,124	(119,187)
Research Coordinators	148,960	132,506	132,506	127,997	132,506	99,379
Other Research Expense	45,848	47,858	57,641	70,114	47,911	38,867
Allocated Overhead	154,830	225,408	251,868	285,017	224,936	159,501
Total Research	879,638	863,773	692,016	527,468	803,477	178,561
Education						
Education	621,569	618,431	673,092	718,917	526,297	414,690
Allocated Overhead	51,526	75,014	83,820	94,852	74,857	53,081
Total Education	673,095	693,446	756,913	813,769	601,154	467,771
Development						
Fundraising	538,020	469,852	483,397	522,262	542,522	348,747
Events	290,964	354,073	273,634	339,305	59,663	103,097
Allocated Overhead	64,408	93,768	104,775	118,565	93,571	66,351
Total Development	893,392	917,694	861,806	980,132	695,756	518,195
Administrative & Board	496,821	723,295	808,200	914,567	721,778	511,810
TOTAL EXPENSES	6,019,501	5,919,272	6,035,625	6,333,195	5,466,332	3,552,678
NET SURPLUS/(DEFICIT)	\$ (193,398)	\$ 36,680	\$ 372,882	\$ (305,076)	\$(531,049)	\$ 964,510

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

Net Net Surplus (Deficit) for Period	\$	964,510
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities		
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities		28,492
Decrease (Increase) in Pledged Receivables		(13,872)
(Increase) Decrease in Grant Receivables		24,695
(Increase) Decrease in Receivables - Other		113,222
Decrease (Increase) in Prepaids		31,218
Decrease (Increase) in Beneficial Interest in Perpetual Trust		(22,296)
Decrease (Increase) Property and Equipment		(47,563)
Increase (Decrease) in Accounts Payable		(33,861)
Increase (Decrease) in Accrued Liabilities		(133,081)
Increase (Decrease) in Loan Payable		110,445
Increase (Decrease) in Accrued National - Revenue Sharing		(118,925)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)		(121,418)
Increase (Decrease) in Accrued National - Research		(826)
Increase (Decrease) in Deferred Rent		(4,702)
		776,037
Net Cash Provided (Used) by Operating Activities		776,037
Net Surplus/(Deficit) in Cash		776,037
Cash and Cash Equivalents Beginning		3,342,700
Cash and Cash Equivalents Ending	\$	4,118,737

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

	Actual YTD	Forecast				Annual	
	Oct-2021	Nov-2021	Dec-2021	Jan-2022	TOTALS	Budget	Variance
Events							
Special Events	\$ 684,711	\$ 100,000	\$ 55,000	\$ 10,000	\$ 849,711	\$ 625,000	\$ 224,711
Walks	970,471	60,000	30,000	30,000	1,090,471	905,000	185,471
Total Events	1,655,182	160,000	85,000	40,000	1,940,182	1,530,000	410,182
Annual Giving							
Contributions	286,852	25,000	75,000	35,000	421,852	360,000	61,852
Grants	498,000	87,500	136,000	20,000	741,500	731,250	10,250
Appeals	137,590	20,000	35,000	40,000	232,590	290,000	(57,410)
Memorials and Tributes	214,844	25,000	35,000	15,000	289,844	210,000	79,844
Workplace Giving	50,759	10,000	15,000	10,000	85,759	125,000	(39,241)
Total Annual Giving	1,188,045	167,500	296,000	120,000	1,771,545	1,716,250	55,295
Development							
Major Gifts	379,429	-	300,000	-	679,429	675,000	4,429
Bequests	151,541	25,000	25,000	25,000	226,541	250,000	(23,459)
Total Development	530,970	25,000	325,000	25,000	905,970	925,000	(19,030)
Government Funding	1,110,576	57,115	57,115	57,115	1,281,920	685,375	596,545
REVENUE FROM OPERATIONS	4,484,773	409,615	763,115	242,115	5,899,617	4,856,625	1,042,992
Unrealized (Loss) Gain	30,794	7,000	7,000	7,000	51,794	-	51,794
Interest Income	1,622	-	-	-	1,622	58,100	(56,478)
TOTAL REVENUE	4,517,188	416,615	770,115	249,115	5,953,032	4,914,725	1,038,307
EXPENSES							
Care Services							
Salaries and Benefits	1,080,277	119,687	119,687	88,443	1,408,094	1,405,000	3,094
ALS Clinic Centers	221,140	23,808	23,808	23,812	292,568	285,700	6,868
Abrams Program	275,752	46,083	46,083	46,087	414,005	553,000	(138,995)
Other Service Expenses	120,024	20,480	20,480	20,490	181,473	245,767	(64,294)
Allocated Overhead	179,148	21,424	21,424	21,424	243,420	257,088	(13,667)
Total Care Services	1,876,341	231,482	231,482	200,256	2,539,561	2,746,555	(206,994)
Research							
Research Payments to NTL	(119,187)	21,364	21,364	21,366	(55,093)	256,370	(311,463)
Research Coordinators	99,379	9,766	9,766	9,765	128,676	117,191	11,485
Other Research Expense	38,867	542	542	544	40,495	6,506	33,989
Allocated Overhead	159,501	19,074	19,074	19,074	216,724	228,893	(12,168)
Total Research	178,561	50,746	50,746	50,749	330,803	608,960	(278,157)
Education							
Education	414,690	43,716	43,716	43,716	545,838	524,605	21,233
Allocated Overhead	53,081	6,348	6,348	6,348	72,124	76,174	(4,050)
Total Education	467,771	50,064	50,064	50,064	617,962	600,779	17,183
Development							
Fundraising	348,747	34,764	34,764	34,764	453,038	417,174	35,864
Events	103,097	55,000	26,050	5,000	189,147	208,050	(18,903)
Allocated Overhead	66,351	7,935	7,935	7,935	90,156	95,218	(5,062)
Total Development	518,195	97,698	68,748	47,698	732,341	720,442	11,899
Administrative & Board	511,810	61,206	61,206	61,206	695,429	734,476	(39,046)
TOTAL EXPENSES	3,552,678	491,197	462,247	409,974	4,916,096	5,411,211	(495,115)
NET SURPLUS/(DEFICIT)	\$ 964,510	\$ (74,582)	\$ 307,868	\$ (160,859)	\$ 1,036,936	\$ (496,486)	\$ 1,533,422
Depreciation	28,492	3,628	3,628				
Pledged Receivables	(13,872)	33,200	33,200				
Grant Receivables	24,695	92,150	92,150				
Receivables - Other	113,222	78,170	78,170				
Prepays	31,218	-	-				
Beneficial Interest in Perpetual Trust	(22,296)	-	-				
Purchase of Property & Equipment	(47,563)	-	-				
Accounts Payable	(33,861)	(90,000)	(8,500)				
Accrued Liabilities	(133,081)	(52,500)	(22,000)				
Loan Payable-SBA	110,445	-	-				
Accrued National - Revenue Sharing	(118,925)	-	(150,000)				
Accrued National - Research (Revenue Restricted)	(121,418)	-	(12,500)				
Accrued National - Research	(826)	-	-				
Deferred Rent	(4,702)	(522)	(522)				
Cash and Cash Equivalents Beginning	3,342,700	4,118,737	4,108,280				
Cash and Cash Equivalents Ending	\$ 4,118,737	\$ 4,108,280	\$ 4,429,774				

Unaudited – for Management Use Only