

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 8 Months Ended September 30, 2022

HIGHLIGHTS

\$175K in Grants

In September, a \$175K grant was received from the Donald B and Dorothy L Stabler Foundation to be used for Care Services.

Total Revenue is \$14K more than this time last year.

Overall, Total Expenses are (\$177K) less than expected

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

Year-to-date, the deficits in Care Services, Research and Education are being subsidized by unrestricted donations of \$2.3M.

Care Services		
Revenue		\$1.2M
Expenses		\$1.7M
Net Surplus/(Deficit)		-\$528.7K
Research		
Revenue		\$150.8K
Expenses		\$304.9K
Net Surplus/(Deficit)		-\$154.1K
Education		
Revenue		\$5K
Expenses		\$367.3K
Net Surplus/(Deficit)		-\$362.3K
Development		
Revenue		\$2.3M
Expenses		\$507.2K
Net Surplus/(Deficit)		\$1.8M
Admin		
Revenue		\$0
Expenses		\$891K
Net Surplus/(Deficit)		-\$891K

EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$332K) in Revenue from Operations. This is due to less than expected in Grants, Appeals, Major Gifts, Bequest, and Government Funding. Compared to Budget, there is a favorable variance of \$177K in Total Expenses. Total Development expenses are more than expected.

FINANCIAL DISCUSSIONS

Statements of Financial Position



Cash is \$169K less compared to this time last year.

Compared to this time last year, Total Liabilities are a favorable \$245k, due to the forgiveness of the 2nd PPP Loan.

The Cash balance of \$3.6M is enough to cover expenses for about 8 months.

Through September 30, 2022, Total Liabilities are about 9% of Assets.

Statements of Operations



Compared to Actual results for this time last year, Total Revenue from Operations is \$153K more and Total Expenses are \$772K more. The increase in Total Revenue from Operations is due to greater Total Events, Contributions, and Workplace Giving. However, Grants, Appeals, Memorials and Tributes, Major Gifts, Bequests, and Government Funding are a total of (\$251K) less than this time last year. Care Services, Research, and Education expenses are more than this time last year.

Rolling Forecast



Through September, it is projected \$6.0M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be (\$125K) less than budgeted for FY2023.

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

RECOMMENDATIONS AND OTHER NOTES

The Audit Committee has approved the FY2022 Audited Financial Statements and 990.

The FY2024 Budget process should begin in early November.

We are in a search for a new payroll company. Our current payroll company was purchased by a larger payroll company that cannot meet our needs and costs have increased.

ATTACHMENTS

- Statements of Financial Position as of September 30, 2022 and 2021
- Statements of Operations for the eight months ended September 30, 2022 and 2021
- Statement of Operations with General & Administration Expenses by Month for the eight months ended September 30, 2022
- Statements of Operations for the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and eight months ended September 30, 2022.
- Statement of Cash Flows for the eight months ended September 30, 2022
- Rolling Forecast for the twelve months ending January 31, 2023

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of September 30, 2022 and September 30, 2021

	2022	2021	Variance
Assets			
Cash and Cash Equivalents	\$ 3,578,588	\$ 3,747,335	\$ (168,747)
Pledges Receivable	376,806	468,091	(91,286)
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	302,607	460,601	(157,994)
Prepaid Expenses	45,391	126,137	(80,746)
Property & Equipment, Net	148,162	52,935	95,226
Beneficial Interest in Perpetual Trust	374,751	509,097	(134,346)
Total Assets	\$ 4,777,616	\$ 5,312,364	\$ (534,748)
Liabilities			
Accounts Payable & Other Liabilities	\$ 295,515	\$ 207,585	87,930
Loan Payable-SBA	-	416,340	(416,340)
National - Revenue Sharing	121,400	33,477	87,923
National - Research (Revenue Restricted)	14,122	10,028	4,094
Deferred Rent	16,088	24,859	(8,770)
Total Liabilities	447,126	692,289	(245,163)
Net Assets			
Without Donor Restrictions	2,079,459	2,439,259	(359,800)
With Donor Restrictions	2,251,031	2,180,817	70,214
Total Net Assets	4,330,490	4,620,076	-289,586
Total Liabilities and Net Assets	\$ 4,777,616	\$ 5,312,364	\$ (534,748)

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the eight months ended September 30, 2022 and 2021

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 630,483	\$ 561,247	\$ 69,236	\$ 443,147	\$ 187,336
Walks	774,369	738,437	35,933	633,732	140,637
Total Events	1,404,853	1,299,684	105,169	1,076,879	327,974
Annual Giving					
Contributions	284,713	152,880	131,834	210,930	73,783
Grants	392,700	536,222	(143,522)	430,000	(37,300)
Appeals	94,706	165,511	(70,806)	132,740	(38,034)
Memorials and Tributes	173,465	150,561	22,904	194,748	(21,283)
Workplace Giving	51,173	45,972	5,201	48,513	2,660
Total Annual Giving	996,757	1,051,146	(54,389)	1,016,931	(20,174)
Development					
Major Gifts	240,550	308,850	(68,300)	262,506	(21,956)
Bequests	25,591	250,000	(224,409)	151,541	(125,950)
Total Development	266,141	558,850	(292,708)	414,047	(147,906)
Government Funding	1,103,837	1,194,228	(90,390)	1,110,576	(6,739)
REVENUE FROM OPERATIONS	3,771,588	4,103,907	(332,319)	3,618,434	153,154
Unrealized (Loss) Gain	(127,601)	-	(127,601)	28,003	(155,604)
Interest Income	18,056	19,881	(1,825)	1,594	16,462
TOTAL REVENUE	3,662,043	4,123,788	(461,744)	3,648,031	14,012
EXPENSES					
Care Services					
Salaries and Benefits	1,034,516	1,022,060	12,456	962,040	72,476
ALS Clinic Centers	193,675	195,113	(1,438)	198,597	(4,921)
Abrams Program	331,053	366,456	(35,403)	251,125	79,928
Other Service Expenses	164,904	192,278	(27,373)	102,362	62,542
Allocated Overhead	122,171	142,133	(19,963)	71,761	50,409
Total Care Services	1,846,319	1,918,040	(71,721)	1,585,885	260,434
Research					
Research Payments to NTL	150,756	198,479	(47,723)	121,507	29,250
Research Coordinators	86,937	77,518	9,419	89,037	(2,100)
Other Research Expense	67,172	23,137	44,036	29,527	37,646
Allocated Overhead	112,534	130,922	(18,388)	66,101	46,433
Total Research	417,400	430,057	(12,656)	306,172	111,229
Education					
Education	367,299	437,537	(70,238)	364,580	2,719
Allocated Overhead	36,199	42,114	(5,915)	21,263	14,936
Total Education	403,498	479,650	(76,153)	385,843	17,655
Development					
Fundraising	392,592	359,193	33,399	310,185	82,407
Events	114,604	62,762	51,843	70,169	44,435
Allocated Overhead	45,248	52,642	(7,394)	26,578	18,670
Total Development	552,445	474,596	77,848	406,932	145,512
Administrative & Board	574,815	668,741	(93,925)	337,638	237,177
TOTAL EXPENSES	3,794,477	3,971,084	(176,607)	3,022,470	772,006
NET SURPLUS/(DEFICIT)	\$ (132,433)	\$ 152,704	\$ (285,137)	\$ 625,561	\$ (757,994)

* Revenue Sharing for the eight months ended September 30, 2022 allocated across all departments is: \$279,931
** Restricted Income: Care Services: \$1,195,404 Research: \$150,756 Education: \$5,000

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the eight months ended September 30, 2022

	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Total	% of Revenue
REVENUE										
Events										
Special Events	\$ 7,350	\$ 28,529	\$ 163,797	\$ 140,754	\$ 121,830	\$ 19,644	\$ 53,259	\$ 95,321	\$ 630,483	17.2%
Walks	23,134	42,627	68,514	103,470	59,186	31,583	157,627	288,228	774,369	21.1%
Total Events	30,484	71,156	232,311	244,224	181,016	51,227	210,886	383,550	1,404,853	38.4%
Annual Giving										
Contributions	113,700	14,196	28,565	21,920	25,724	20,211	8,540	51,858	284,713	7.8%
Grants	-	-	40,000	-	25,000	150,000	2,500	175,200	392,700	10.7%
Appeals	9,091	4,140	18,158	40,920	9,126	8,266	2,955	2,050	94,706	2.6%
Memorials and Tributes	28,002	26,769	12,273	17,392	16,744	14,419	31,980	25,885	173,465	4.7%
Workplace Giving	13,331	3,179	5,719	6,663	5,979	3,680	5,541	7,080	51,173	1.4%
Total Annual Giving	164,124	48,284	104,716	86,895	82,572	196,576	51,517	262,073	996,757	27.2%
Development										
Major Gifts	1,890	123,500	6,255	24,925	36,525	13,475	25,825	8,155	240,550	6.6%
Bequests	-	2,500	-	7,284	-	-	15,808	-	25,591	0.7%
Total Development	1,890	126,000	6,255	32,209	36,525	13,475	41,633	8,155	266,141	7.3%
Government Funding	463,433	36,831	80,651	52,696	73,859	396,367	-	-	1,103,837	30.1%
REVENUE FROM OPERATIONS	659,931	282,271	423,933	416,023	373,972	657,645	304,035	653,778	3,771,588	103.0%
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	46	(69,233)	3,929	(2,065)	(32,863)	(127,601)	-3.5%
Interest Income	25	590	468	1,357	2,430	3,459	4,700	5,028	18,056	0.5%
TOTAL REVENUE	658,768	260,934	420,100	417,426	307,169	665,033	306,671	625,943	3,662,043	100.0%
EXPENSES										
Care Services										
Salaries and Benefits	83,561	136,056	175,827	145,317	136,292	102,632	121,759	133,072	1,034,516	28.2%
ALS Clinic Centers	23,121	23,662	22,902	27,717	23,751	23,237	27,039	22,248	193,675	5.3%
Abrams Program	29,167	51,073	41,212	52,640	39,396	34,106	36,059	47,402	331,053	9.0%
Other Service Expenses	11,864	15,720	15,060	21,366	28,988	13,010	42,746	16,150	164,904	4.5%
Total Care Services	147,712	226,511	255,001	247,039	228,428	172,985	227,602	218,871	1,724,148	47.1%
Research										
Research Payments to NTL	1,495	14,023	25,006	31,820	13,923	50,366	6,330	7,792	150,756	4.1%
Research Coordinators	10,342	10,342	10,342	12,442	10,342	10,342	12,442	10,342	86,937	2.4%
Other Research Expense	2,601	4,123	5,229	4,152	4,114	3,168	4,285	39,500	67,172	1.8%
Total Research	14,438	28,488	40,577	48,414	28,380	63,877	23,057	57,635	304,866	8.3%
Education	27,337	46,950	65,380	67,680	52,660	34,164	56,325	16,803	367,299	10.0%
Development										
Fundraising	30,072	47,925	65,362	49,891	50,120	47,070	54,361	47,791	392,592	10.7%
Events	9,686	5,105	16,457	12,372	50,672	1,673	7,072	11,567	114,604	3.1%
Total Development	39,758	53,031	81,818	62,263	100,792	48,743	61,434	59,358	507,196	13.9%
General & Administration										
Salaries and Benefits	15,453	16,420	29,213	26,702	27,471	19,619	26,746	23,359	184,982	5.1%
Office Rent	10,648	12,033	10,650	10,592	10,699	10,249	10,966	10,452	86,290	2.4%
Office Expense	1,312	127	2,585	1,016	1,401	1,672	1,359	4,917	14,388	0.4%
Dues, Books, & Subscriptions	-	170	356	-	65	-	117	700	1,408	0.0%
Postage	3,007	998	19	37	3,000	2,094	87	139	9,381	0.3%
Printing & Copying	42	936	1,251	130	82	75	275	306	3,097	0.1%
IT & Related Expenses	23,775	15,747	18,347	11,264	14,601	15,777	13,664	10,393	123,567	3.4%
Insurance	2,598	1,270	708	708	708	708	6,057	1,778	14,533	0.4%
Telephone	2,290	2,390	2,606	2,430	2,453	2,824	2,553	1,385	18,931	0.5%
Meals & Entertainment	-	2,155	(1,790)	648	1,205	100	100	70	2,488	0.1%
Travel Expense	-	-	36	-	100	-	-	-	136	0.0%
Bank Charges	1,133	1,431	3,966	4,423	3,843	1,810	1,539	8,985	27,129	0.7%
Professional Fees	49,149	13,174	8,603	(37,204)	31,059	14,767	8,796	10,411	98,755	2.7%
Revenue Sharing	29,318	20,674	40,052	28,166	30,238	10,084	31,935	89,465	279,931	7.6%
Miscellaneous	111	248	764	-	101	(121)	354	-	1,457	0.0%
Depreciation	2,190	2,190	2,190	2,190	3,933	3,933	3,933	3,933	24,493	0.7%
Total General & Administration Expenses	141,026	89,962	119,554	51,101	130,959	83,591	108,481	166,293	890,967	24.3%
TOTAL EXPENSES	370,271	444,942	562,330	476,497	541,219	403,360	476,898	518,960	3,794,477	103.6%
NET SURPLUS/(DEFICIT)	\$ 288,497	\$ (184,008)	\$ (142,230)	\$ (59,071)	\$ (234,050)	\$ 261,673	\$ (170,227)	\$ 106,983	\$ (132,433)	-3.6%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and eight months ended September 30, 2022

	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	FY ended January 31, 2022	For the eight months ended September 30, 2022
REVENUE						
Events						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 630,483
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	774,369
Total Events	3,158,342	2,888,353	2,957,765	1,343,482	1,874,610	1,404,853
Annual Giving						
Contributions	312,128	260,659	418,874	482,917	551,885	284,713
Grants	664,250	465,250	515,916	438,297	799,375	392,700
Appeals	231,804	265,477	210,780	370,388	264,660	94,706
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	173,465
Workplace Giving	121,260	112,629	136,125	101,838	79,146	51,173
Total Annual Giving	1,544,217	1,387,537	1,490,240	1,653,975	2,018,437	996,757
Development						
Major Gifts	487,221	246,857	710,520	687,779	509,969	240,550
Bequests	290,881	1,515,412	197,355	394,903	151,541	25,591
Total Development	778,102	1,762,269	907,875	1,082,681	661,510	266,141
Government Funding	403,194	384,543	582,070	817,437	1,092,155	1,103,837
REVENUE FROM OPERATIONS	5,883,854	6,422,702	5,937,949	4,897,576	5,646,712	3,771,588
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(127,601)
Interest Income	3,574	26,416	57,287	10,696	2,085	18,056
TOTAL REVENUE	5,955,952	6,408,507	6,028,119	4,935,282	5,660,592	3,662,043
EXPENSES						
Care Services						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,520,402	1,034,516
ALS Clinic Centers	283,045	286,232	289,687	283,478	298,333	193,675
Abrams Program	464,385	607,649	623,034	451,952	353,604	331,053
Other Service Expenses	316,679	256,618	298,724	149,085	185,117	164,904
Allocated Overhead	253,174	282,893	320,125	252,643	199,740	122,171
Total Care Services	2,721,065	2,916,691	3,097,259	2,644,167	2,557,197	1,846,319
Research						
Research Payments to NTL	458,000	250,000	44,340	398,124	218,165	150,756
Research Coordinators	132,506	132,506	127,997	132,506	134,606	86,937
Other Research Expense	47,858	57,641	70,114	47,911	53,877	67,172
Allocated Overhead	225,408	251,868	285,017	224,936	177,834	112,534
Total Research	863,773	692,016	527,468	803,477	584,482	417,400
Education						
Education	618,431	673,092	718,917	526,297	569,733	367,299
Allocated Overhead	75,014	83,820	94,852	74,857	59,182	36,199
Total Education	693,446	756,913	813,769	601,154	628,916	403,498
Development						
Fundraising	469,852	483,397	522,262	542,522	498,947	392,592
Events	354,073	273,634	339,305	59,663	187,465	114,604
Allocated Overhead	93,768	104,775	118,565	93,571	73,978	45,248
Total Development	917,694	861,806	980,132	695,756	760,390	552,445
Administrative & Board	723,295	808,200	914,567	721,778	570,638	574,815
TOTAL EXPENSES	5,919,272	6,035,625	6,333,195	5,466,332	5,101,622	3,794,477
NET SURPLUS/(DEFICIT)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 558,970	\$ (132,433)

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the eight months ended September 30, 2022**

Net Surplus/(Deficit) for Period	\$ (132,433)
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	24,493
Decrease (Increase) in Pledged Receivables	30,613
(Increase) Decrease in Grant Receivables	127,473
(Increase) Decrease in Receivables - Other	127,392
Decrease (Increase) in Prepaids	10,488
Decrease (Increase) in Beneficial Interest in Perpetual Trust	116,344
Increase (Decrease) in Accounts Payable	36,854
Increase (Decrease) in Accrued Liabilities	(139,821)
Increase (Decrease) in Accrued National - Revenue Sharing	27,360
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(80,153)
Increase (Decrease) in Deferred Rent	<u>(5,998)</u>
Net Cash Provided (Used) by Operating Activities	<u>142,611</u>
Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(63,732)</u>
Net Cash Provided (Used) by Investing Activities	<u>(63,732)</u>
Cash Provided (Used) by Financing Activities	
Increase (Decrease) in Loan Payable	<u>(416,340)</u>
Net Cash Provided (Used) by Financing Activities	<u>(416,340)</u>
Net Surplus/(Deficit) in Cash	<u>(337,461)</u>
Cash and Cash Equivalents Beginning	<u>3,916,048</u>
Cash and Cash Equivalents Ending	<u>\$ 3,578,588</u>

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

	Actual YTD			Forecast		Annual		
	Sep-2022	Oct-2022	Nov-2022	Dec-2022	Jan-2023	TOTALS	Budget	Variance
Events								
Special Events	\$ 630,483	\$ 306,195	\$ 145,707	\$ 80,092	\$ 9,258	\$1,171,736	\$1,102,500	\$ 69,236
Walks	774,369	392,374	24,569	12,536	2,085	1,205,933	1,170,000	35,933
Total Events	1,404,853	698,569	170,276	92,628	11,343	2,377,669	2,272,500	105,169
Annual Giving								
Contributions	284,713	55,056	40,486	106,992	44,586	531,834	400,000	131,834
Grants	392,700	60,270	62,042	23,377	26,590	564,978	708,500	(143,522)
Appeals	94,706	18,516	26,898	93,155	25,919	259,194	330,000	(70,806)
Memorials and Tributes	173,465	7,728	20,922	43,933	26,857	272,904	250,000	22,904
Workplace Giving	51,173	2,129	6,586	11,699	8,615	80,201	75,000	5,201
Total Annual Giving	996,757	143,698	156,934	279,155	132,567	1,709,111	1,763,500	(54,389)
Development								
Major Gifts	240,550	137,564	41,950	109,136	2,500	531,700	600,000	(68,300)
Bequests	25,591	-	-	-	-	25,591	250,000	(224,409)
Total Development	266,141	137,564	41,950	109,136	2,500	557,292	850,000	(292,708)
Government Funding	1,103,837	163,957	76,177	64,067	59,623	1,467,661	1,453,717	13,944
REVENUE FROM OPERATIONS	3,771,588	1,143,789	445,337	544,986	206,032	6,111,733	6,339,717	(227,984)
Unrealized (Loss) Gain	(127,601)	-	-	-	-	(127,601)	-	(127,601)
Interest Income	18,056	341	330	5,108	341	24,175	26,000	(1,825)
TOTAL REVENUE	3,662,043	1,144,130	445,667	550,095	206,373	6,008,308	6,365,717	(357,409)
EXPENSES								
Care Services								
Salaries and Benefits	1,034,516	119,917	180,245	150,660	112,199	1,597,537	1,533,090	64,447
ALS Clinic Centers	193,675	22,410	26,721	23,241	25,615	291,662	293,100	(1,438)
Abrams Program	331,053	37,812	52,587	36,405	22,739	480,597	516,000	(35,403)
Other Service Expenses	164,904	39,914	56,719	31,162	27,654	320,352	347,725	(27,373)
Allocated Overhead	122,171	17,767	17,767	17,767	17,767	193,237	213,200	(19,963)
Total Care Services	1,846,319	237,820	334,040	259,234	205,973	2,883,385	2,903,115	(19,730)
Research								
Research Payments to NTL	150,756	3,893	60,108	92,182	1,708	308,647	356,370	(47,723)
Research Coordinators	86,937	9,004	10,832	9,004	10,832	126,610	117,191	9,419
Other Research Expense	67,172	7,424	4,108	4,981	2,567	86,253	42,217	44,036
Allocated Overhead	112,534	16,365	16,365	16,365	16,365	177,996	196,384	(18,388)
Total Research	417,400	36,686	91,414	122,533	31,472	699,505	712,162	(12,656)
Education								
Education	367,299	73,372	78,745	52,558	41,765	613,738	683,976	(70,238)
Allocated Overhead	36,199	5,264	5,264	5,264	5,264	57,255	63,170	(5,915)
Total Education	403,498	78,636	84,009	57,822	47,029	670,994	747,146	(76,153)
Development								
Fundraising	392,592	45,464	66,655	63,822	42,646	611,178	577,779	33,399
Events	114,604	31,121	54,247	1,121	18,425	219,518	167,675	51,843
Allocated Overhead	45,248	6,580	6,580	6,580	6,580	71,569	78,963	(7,394)
Total Development	552,445	83,165	127,482	71,523	67,651	902,265	824,417	77,848
Administrative & Board	574,815	83,593	83,593	83,593	83,593	909,185	1,003,111	(93,925)
TOTAL EXPENSES	3,794,477	519,899	720,537	594,705	435,718	6,065,335	6,189,951	(124,616)
NET SURPLUS/(DEFICIT)	\$ (132,433)	\$ 624,231	\$ (274,870)	\$ (44,610)	\$ (229,345)	\$ (57,027)	\$ 175,766	\$ (232,794)
Depreciation	24,493	3,933	3,933					
Pledged Receivables	30,613	26,084	19,563					
Grant Receivables	127,473	101,804	76,353					
Receivables - Other	127,392	56,385	42,289					
Prepays	10,488	(10,285)	(10,285)					
Beneficial Interest in Perpetual Trust	116,344	-	-					
Purchase of Property & Equipment	(63,732)	-	-					
Accounts Payable	36,854	(353,962)	(353,962)					
Accrued Liabilities	(139,821)	(17,478)	(15,730)					
Loan Payable-SBA	(416,340)	-	-					
Accrued National - Revenue Sharing	27,360	-	-					
Accrued National - Research (Revenue Restricted)	(80,153)	-	-					
Deferred Rent	(5,998)	(750)	(750)					
Cash and Cash Equivalents Beginning	3,916,048	3,578,588	4,008,550					
Cash and Cash Equivalents Ending	\$3,578,588	\$4,008,550	\$3,495,090					