

# MONTHLY FINANCIAL SUMMARY

## THE ALS ASSOCIATION

### GREATER PHILADELPHIA CHAPTER

Fiscal Year 2024/For the 3 Months Ended April 30, 2023

## HIGHLIGHTS

**\$123K in Total Events** received in April is \$36K more than February and March combined.

**Revenue from Operations is (775K) less than this time last year.**

This is due to the forgiveness of the \$416K 2<sup>nd</sup> PPP Loan in February 2022. The forgiveness of the loan was recognized as revenue and a government grant in FY2023.

**Through April, overall Total Expenses are (\$128K) less than expected.**

**Total revenue generated through April was \$607K, with the majority coming from Development activities.**

The total expenses incurred during the period amounted to \$1.5M, with the highest program expenses going towards Care Services \$766K, followed by Education \$161K, Development \$215K, and Research \$94K. The Administration expenses amounted to \$255K.

<b>Care Services</b>		
Revenue		\$157.5K
Expenses		\$718.9K
Net Surplus/(Deficit)		-\$561.4K
<b>Research</b>		
Revenue		\$14.2K
Expenses		\$59.5K
Net Surplus/(Deficit)		-\$45.3K
<b>Education</b>		
Revenue		\$0
Expenses		\$146.8K
Net Surplus/(Deficit)		-\$146.8K
<b>Development</b>		
Revenue		\$435.2K
Expenses		\$197.9K
Net Surplus/(Deficit)		\$237.3K
<b>Admin</b>		
Revenue		\$0
Expenses		\$368K
Net Surplus/(Deficit)		-\$368K

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

## EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$419K) in Total Revenue. This is due to less than expected in Special Events, Walks, Contributions, Grants, Workplace Giving, Major Gifts, Bequests, and Government Funding. Compared to Budget, there is a total favorable variance of \$128K in Total Expenses. Research, Education, and Administrative & Board expenses are less than expected.

# FINANCIAL ANALYSIS

## Statements of Financial Position

Compared to this time last year, Total Liabilities increased by \$286K due to the \$473K in Accounts Payable and Other Liabilities.

### Position

Cash and Investment balance of \$2.7M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal.



Through April 30, 2023, the financial position remains strong with Total Liabilities equal to 16% of Assets.

## Statements of Operations

Compared to this time last year, Total Revenue is (\$733K) less and Total Expenses are \$108K more. The reduction in Total Revenue is due decreases in Special Events, Walks, Contributions, Grants, Workplace Giving, Major Gifts, Bequests, and Government Funding. The increase in Total Expenses is due to higher costs in Care Services, Education, Development and Administrative & Board. Research costs are less than this time last year.



### Rolling Forecast

Through April, Revenue from Operations is expected to be \$6.2M compared to the \$6.6M Budgeted Annual Total Revenue.



Also, Total Expenses are expected to be \$6.9M, which is (\$128K) less than the budgeted amount.

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

## RECOMMENDATIONS AND OTHER NOTES

The FY2023 Audit is in progress.

### ATTACHMENTS:

- Financial Reports Dashboard
- Statements of Financial Position
- Statements of Operations (3)
- Statement of Cash Flows
- Rolling Forecast

# THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

## Financial Reports Dashboard

### For the Three Months ended April 30, 2023

#### Year to Date Revenue Analysis

Through April, most donations were for Total Annual Giving, which represents 43% of Revenue from Operations.

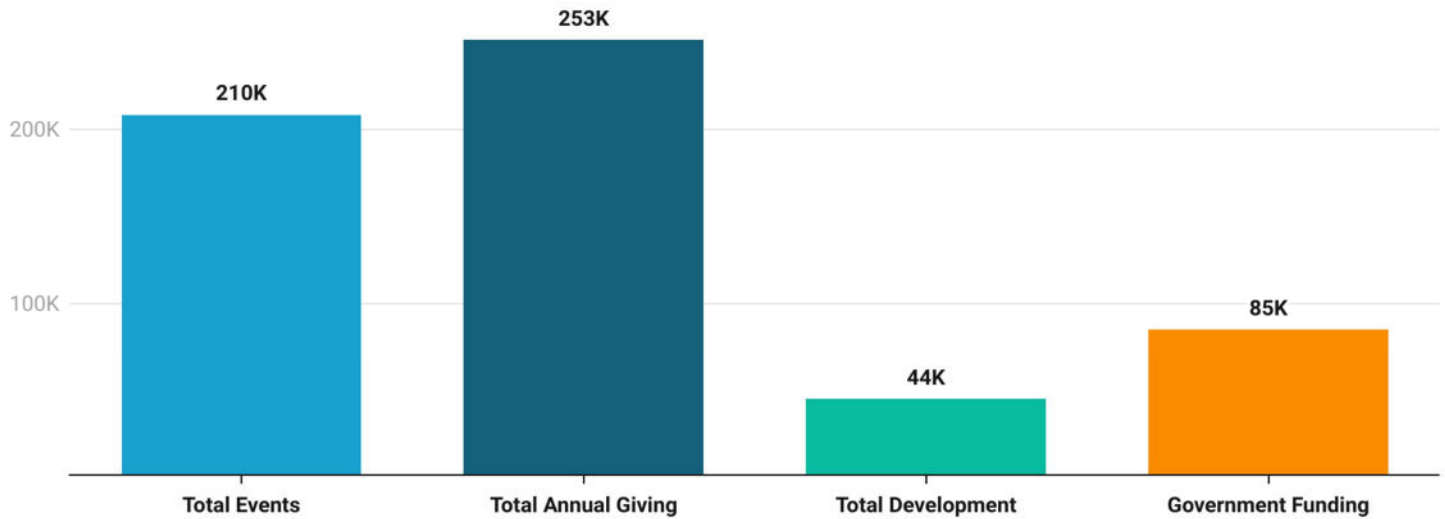


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

#### Year to Date Revenue Line Items Analysis

Through April, Special Events at \$136K and Contributions at \$86K are the two top revenue line items. These represent 23% and 15% of Revenue from Operations, respectively.

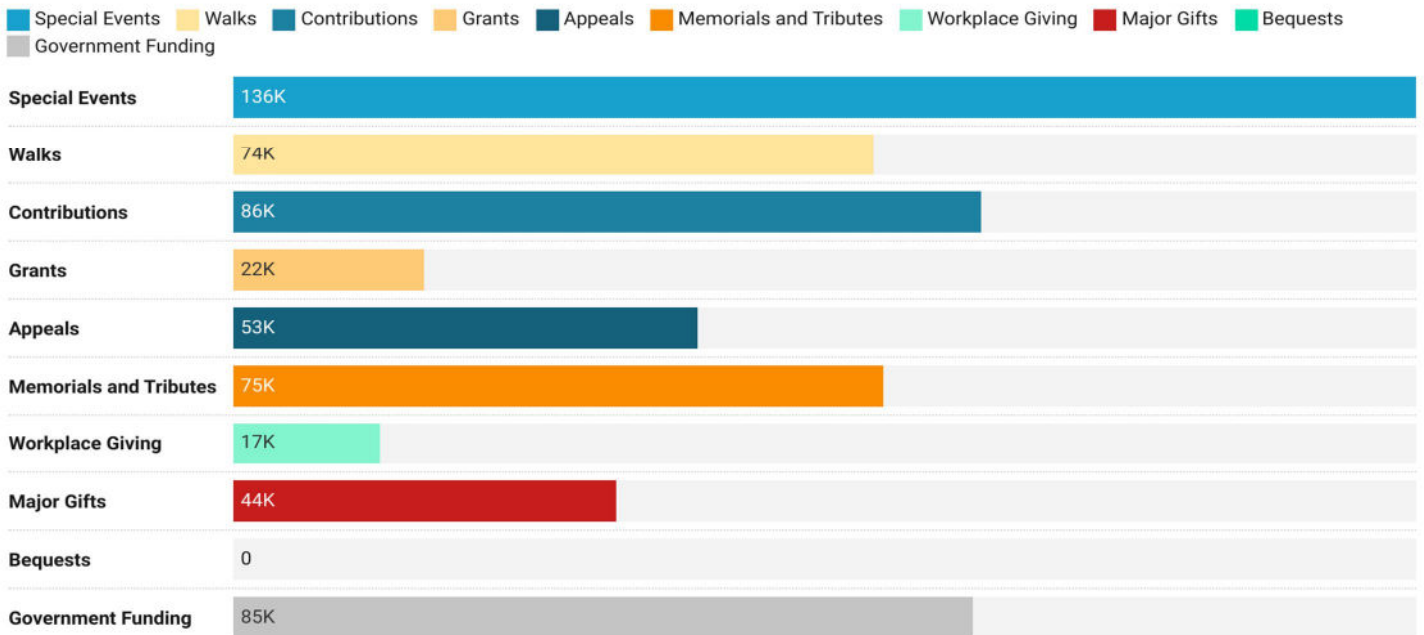


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Financial Position**  
**as of April 30, 2023 and April 30, 2022**

	<b>2023</b>	<b>2022</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 404,440	\$ 1,040,280	\$ (635,840)
Investments	2,272,468	2,660,129	(387,661)
Pledges Receivable	404,379	408,769	(4,390)
Less: Allowance for Uncollectible Pledges	(49,955)	(44,694)	(5,261)
Less: Discount Pledged Receivables	(12,877)	(3,994)	(8,883)
Grants and Other Receivables	284,940	94,148	190,792
Prepaid Expenses	115,353	44,001	71,352
Property & Equipment, Net	131,963	103,313	28,650
Beneficial Interest in Perpetual Trust	403,704	468,227	(64,523)
Right of Use Asset-Office Lease	88,555	-	88,555
<b>Total Assets</b>	<b>\$ 4,042,970</b>	<b>\$ 4,770,179</b>	<b>\$ (727,209)</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 473,243	\$ 200,069	\$ 273,174
National - Revenue Sharing	70,580	90,044	(19,464)
National - Research (Revenue Restricted)	14,213	40,524	(26,311)
Right of Use Liability- Office Lease	78,085	19,837	58,248
<b>Total Liabilities</b>	<b>636,122</b>	<b>350,475</b>	<b>285,647</b>
<b>Net Assets</b>			
Without Donor Restrictions	1,697,877	2,192,973	(495,096)
With Donor Restrictions	1,708,972	2,226,731	(517,759)
<b>Total Net Assets</b>	<b>3,406,848</b>	<b>4,419,704</b>	<b>(1,012,855)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 4,042,970</b>	<b>\$ 4,770,179</b>	<b>\$ (727,209)</b>

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statements of Operations  
for the three months ended April 30, 2023 and 2022**

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 135,894	\$ 196,814	\$ (60,921)	\$ 199,675	\$ (63,781)
Walks	73,620	130,845	(57,225)	134,275	(60,655)
<b>Total Events</b>	<b>209,513</b>	<b>327,659</b>	<b>(118,146)</b>	<b>333,950</b>	<b>(124,436)</b>
<b>Annual Giving</b>					
Contributions	85,968	120,574	(34,607)	157,001	(71,034)
Grants	22,000	55,091	(33,091)	40,000	(18,000)
Appeals	53,386	33,603	19,783	31,389	21,997
Memorials and Tributes	74,707	57,244	17,463	67,044	7,662
Workplace Giving	16,877	20,523	(3,646)	22,230	(5,352)
<b>Total Annual Giving</b>	<b>252,938</b>	<b>287,036</b>	<b>(34,098)</b>	<b>317,664</b>	<b>(64,727)</b>
<b>Development</b>					
Major Gifts	44,000	239,853	(195,853)	131,645	(87,645)
Bequests	-	24,422	(24,422)	2,500	(2,500)
<b>Total Development</b>	<b>44,000</b>	<b>264,276</b>	<b>(220,276)</b>	<b>134,145</b>	<b>(90,145)</b>
<b>Government Funding</b>	<b>84,925</b>	<b>146,795</b>	<b>(61,870)</b>	<b>580,375</b>	<b>(495,450)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>591,376</b>	<b>1,025,766</b>	<b>(434,390)</b>	<b>1,366,134</b>	<b>(774,758)</b>
Unrealized (Loss) Gain	(9,697)	-	(9,697)	(27,415)	17,718
Interest Income	25,226	389	24,837	1,082	24,144
<b>TOTAL REVENUE</b>	<b>606,906</b>	<b>1,026,156</b>	<b>(419,250)</b>	<b>1,339,802</b>	<b>(732,896)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	442,825	399,955	42,870	395,443	47,382
ALS Clinic Centers	75,533	71,287	4,246	69,685	5,848
Abrams Program	127,779	164,734	(36,955)	121,451	6,328
Other Service Expenses	72,724	52,491	20,233	42,729	29,994
Allocated Overhead	47,123	58,093	(10,970)	45,574	1,549
<b>Total Care Services</b>	<b>765,982</b>	<b>746,559</b>	<b>19,424</b>	<b>674,882</b>	<b>91,100</b>
<b>Research</b>					
Research Payments to NTL	14,213	65,637	(51,424)	40,524	(26,311)
Research Coordinators	31,027	32,645	(1,619)	31,027	-
Other Research Expense	14,296	12,068	2,228	11,952	2,343
Allocated Overhead	34,906	43,032	(8,126)	33,759	1,147
<b>Total Research</b>	<b>94,441</b>	<b>153,382</b>	<b>(58,941)</b>	<b>117,262</b>	<b>(22,821)</b>
<b>Education</b>					
Education	146,775	181,024	(34,249)	139,667	7,108
Allocated Overhead	13,962	17,213	(3,250)	13,503	459
<b>Total Education</b>	<b>160,737</b>	<b>198,237</b>	<b>(37,500)</b>	<b>153,170</b>	<b>7,567</b>
<b>Development</b>					
Fundraising	160,436	165,817	(5,381)	143,359	17,077
Events	37,494	19,784	17,710	31,248	6,246
Allocated Overhead	17,453	21,516	(4,063)	16,879	574
<b>Total Development</b>	<b>215,383</b>	<b>207,116</b>	<b>8,267</b>	<b>191,486</b>	<b>23,896</b>
<b>Administrative &amp; Board</b>	<b>254,586</b>	<b>313,853</b>	<b>(59,267)</b>	<b>246,220</b>	<b>8,366</b>
<b>TOTAL EXPENSES</b>	<b>1,491,130</b>	<b>1,619,147</b>	<b>(128,018)</b>	<b>1,383,021</b>	<b>108,108</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (884,224)</b>	<b>\$ (592,992)</b>	<b>\$ (291,232)</b>	<b>\$ (43,219)</b>	<b>\$ (841,004)</b>

\* Revenue Sharing for the three months ended April 30, 2023 allocated across all departments is: \$70,580

\*\* Restricted Income: Care Services: \$157,502 Research: \$14,213 Education: \$0

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Operations with General & Administrative Expenses by Month**  
**for the three months ended April 30, 2023**

	Feb-2023	Mar-2023	Apr-2023	Total	% of Revenue
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 5,185	\$ 55,673	\$ 75,036	\$ 135,894	22.4%
Walks	2,464	23,217	47,938	73,620	12.1%
<b>Total Events</b>	<b>7,649</b>	<b>78,890</b>	<b>122,974</b>	<b>209,513</b>	<b>34.5%</b>
<b>Annual Giving</b>					
Contributions	32,444	26,992	26,532	85,968	14.2%
Grants	2,000	-	20,000	22,000	3.6%
Appeals	8,061	12,393	32,933	53,386	8.8%
Memorials and Tributes	9,040	8,874	56,793	74,707	12.3%
Workplace Giving	6,400	7,859	2,619	16,877	2.8%
<b>Total Annual Giving</b>	<b>57,944</b>	<b>56,117</b>	<b>138,876</b>	<b>252,938</b>	<b>41.7%</b>
<b>Development</b>					
Major Gifts	40,625	2,750	625	44,000	7.2%
<b>Total Development</b>	<b>40,625</b>	<b>2,750</b>	<b>625</b>	<b>44,000</b>	<b>7.2%</b>
<b>Government Funding</b>					
	<b>84,385</b>	<b>540</b>	<b>-</b>	<b>84,925</b>	<b>14.0%</b>
<b>REVENUE FROM OPERATIONS</b>					
	<b>190,603</b>	<b>138,298</b>	<b>262,475</b>	<b>591,376</b>	<b>97.4%</b>
Unrealized (Loss) Gain	(3,082)	(8,748)	2,133	(9,697)	-1.6%
Interest Income	8,255	8,566	8,406	25,226	4.2%
<b>TOTAL REVENUE</b>	<b>195,776</b>	<b>138,116</b>	<b>273,014</b>	<b>606,906</b>	<b>100.0%</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	121,151	154,029	167,645	442,825	73.0%
ALS Clinic Centers	29,526	23,467	22,540	75,533	12.4%
Abrams Program	56,499	41,805	29,475	127,779	21.1%
Other Service Expenses	29,081	33,570	10,072	72,724	12.0%
<b>Total Care Services</b>	<b>236,257</b>	<b>252,870</b>	<b>229,732</b>	<b>718,860</b>	<b>118.4%</b>
<b>Research</b>					
Research Payments to NTL	2,390	8,523	3,301	14,213	2.3%
Research Coordinators	10,342	10,342	10,342	31,027	5.1%
Other Research Expense	3,784	4,937	5,575	14,296	2.4%
<b>Total Research</b>	<b>16,516</b>	<b>23,801</b>	<b>19,217</b>	<b>59,535</b>	<b>9.8%</b>
<b>Education</b>					
Education	<b>40,103</b>	<b>54,540</b>	<b>52,132</b>	<b>146,775</b>	<b>24.2%</b>
<b>Total Education</b>					
<b>Development</b>					
Fundraising	45,688	53,115	61,633	160,436	26.4%
Events	3,403	13,961	20,130	37,494	6.2%
<b>Total Development</b>	<b>49,091</b>	<b>67,076</b>	<b>81,762</b>	<b>197,930</b>	<b>32.6%</b>
<b>General &amp; Administration</b>					
Salaries and Benefits	22,364	27,174	32,476	82,014	13.5%
Office Rent	10,653	10,845	10,637	32,135	5.3%
Office Expense	1,079	1,422	1,099	3,601	0.6%
Dues, Books, & Subscriptions	-	433	-	433	0.1%
Postage	327	3,457	-	3,784	0.6%
Printing & Copying	60	289	484	833	0.1%
IT & Related Expenses	38,152	19,099	28,569	85,821	14.1%
Insurance	(1,381)	1,685	615	919	0.2%
Telephone	2,586	1,975	2,440	7,001	1.2%
Meals & Entertainment	104	50	385	539	0.1%
Travel Expense	38	-	-	38	0.0%
Bank Charges	1,084	(1,997)	2,857	1,944	0.3%
Professional Fees	31,852	6,035	27,641	65,528	10.8%
Revenue Sharing	16,412	17,949	36,219	70,580	11.6%
Miscellaneous	-	-	102	102	0.0%
Depreciation	4,231	4,231	4,295	12,757	2.1%
<b>Total General &amp; Administration Expenses</b>	<b>127,561</b>	<b>92,648</b>	<b>147,821</b>	<b>368,030</b>	<b>60.6%</b>
<b>TOTAL EXPENSES</b>	<b>469,529</b>	<b>490,935</b>	<b>530,665</b>	<b>1,491,130</b>	<b>245.7%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (273,753)</b>	<b>\$ (352,819)</b>	<b>\$ (257,651)</b>	<b>\$ (884,224)</b>	<b>-145.7%</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and three months ended April 30, 2023

	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	FY ended January 31, 2022	FY ended January 31, 2023	For the three months ended April 30, 2023
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 135,894
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	73,620
<b>Total Events</b>	<b>2,888,353</b>	<b>2,957,765</b>	<b>1,343,482</b>	<b>1,874,610</b>	<b>2,262,283</b>	<b>209,513</b>
<b>Annual Giving</b>						
Contributions	260,659	418,874	482,917	551,885	520,844	85,968
Grants	465,250	515,916	438,297	624,375	544,550	22,000
Appeals	265,477	210,780	370,388	320,753	246,181	53,386
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	74,707
Workplace Giving	112,629	136,125	101,838	79,146	81,235	16,877
<b>Total Annual Giving</b>	<b>1,387,537</b>	<b>1,490,240</b>	<b>1,653,975</b>	<b>1,899,529</b>	<b>1,685,610</b>	<b>252,938</b>
<b>Development</b>						
Major Gifts	246,857	710,520	687,779	509,969	548,856	44,000
Bequests	1,515,412	197,355	394,903	151,541	25,591	-
<b>Total Development</b>	<b>1,762,269</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>574,447</b>	<b>44,000</b>
<b>Government Funding</b>	<b>384,543</b>	<b>582,070</b>	<b>817,437</b>	<b>1,322,570</b>	<b>1,420,118</b>	<b>84,925</b>
<b>REVENUE FROM OPERATIONS</b>						
	<b>6,422,702</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,758,220</b>	<b>5,942,459</b>	<b>591,376</b>
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	(9,697)
Interest Income	26,416	57,287	10,696	2,085	52,816	25,226
<b>TOTAL REVENUE</b>	<b>6,408,507</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,772,100</b>	<b>5,913,464</b>	<b>606,906</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,550,931	442,825
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	75,533
Abrams Program	607,649	623,034	451,952	362,259	552,942	127,779
Other Service Expenses	256,618	298,724	149,085	184,523	321,575	72,724
Allocated Overhead	282,893	320,125	252,643	211,598	182,331	47,123
<b>Total Care Services</b>	<b>2,916,691</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,597,016</b>	<b>2,899,995</b>	<b>765,982</b>
<b>Research</b>						
Research Payments to NTL	250,000	200,463	398,124	218,165	222,181	14,213
Research Coordinators	132,506	127,997	132,506	134,606	128,306	31,027
Other Research Expense	57,641	39,291	47,911	54,409	47,766	14,296
Allocated Overhead	251,868	159,717	224,936	188,392	135,060	34,906
<b>Total Research</b>	<b>692,016</b>	<b>527,468</b>	<b>803,477</b>	<b>595,572</b>	<b>533,313</b>	<b>94,441</b>
<b>Education</b>						
Education	673,092	718,917	526,297	575,413	661,581	146,775
Allocated Overhead	83,820	94,852	74,857	62,696	54,024	13,962
<b>Total Education</b>	<b>756,913</b>	<b>813,769</b>	<b>601,154</b>	<b>638,108</b>	<b>715,605</b>	<b>160,737</b>
<b>Development</b>						
Fundraising	483,397	522,262	542,522	514,182	638,404	160,436
Events	273,634	339,305	59,663	190,711	253,191	37,494
Allocated Overhead	104,775	118,565	93,571	78,370	67,530	17,453
<b>Total Development</b>	<b>861,806</b>	<b>980,132</b>	<b>695,756</b>	<b>783,262</b>	<b>959,124</b>	<b>215,383</b>
<b>Administrative &amp; Board</b>	<b>808,200</b>	<b>914,567</b>	<b>721,778</b>	<b>604,516</b>	<b>985,068</b>	<b>254,586</b>
<b>TOTAL EXPENSES</b>	<b>6,035,625</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,218,475</b>	<b>6,093,105</b>	<b>1,491,130</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 372,882</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 553,625</b>	<b>\$ (179,641)</b>	<b>\$ (884,224)</b>

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the three months ended April 30, 2023**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (884,224)</b>
 <b>Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities</b>	
<b>Depreciation (Total of Care Services + General &amp; Administrative) Provided (Used) by Operating Activities</b>	<b>12,757</b>
Decrease (Increase) in Pledged Receivables	50,000
(Increase) Decrease in Investments	497,779
(Increase) Decrease in Grant Receivables	410,947
(Increase) Decrease in Receivables - Other	128,914
Decrease (Increase) in Prepaids	9,856
Decrease (Increase) in Beneficial Interest in Perpetual Trust	11,697
Decrease (Increase) in Right of Use Asset-Office Lease	29,518
Increase (Decrease) in Accounts Payable	44,853
Increase (Decrease) in Accrued Liabilities	(21,611)
Increase (Decrease) in Accrued National - Revenue Sharing	(74,681)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(6,182)
Increase (Decrease) in Right of Use Liability- Office Lease	<u>(32,820)</u>
 <b>Net Cash Provided (Used) by Operating Activities</b>	 <b><u>176,804</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>	
Purchase of Property & Equipment	<u>11,600</u>
 <b>Net Cash Provided (Used) by Investing Activities</b>	 <b><u>11,600</u></b>
 <b>Net Surplus/(Deficit) in Cash</b>	 <b><u>188,404</u></b>
 <b>Cash and Cash Equivalents Beginning</b>	 <b><u>216,036</u></b>
 <b>Cash and Cash Equivalents Ending</b>	 <b><u>\$ 404,440</u></b>



The ALS Association Greater Philadelphia Chapter  
Unaudited Rolling Forecast  
for the twelve months ending January 31, 2024

	Forecast										Annual		
	Actual YTD Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
<b>Events</b>													
Special Events	\$ 135,894	\$ 138,737	\$ 120,085	\$ 19,363	\$ 50,722	\$ 93,956	\$ 341,909	\$ 112,419	\$ 62,778	\$ 5,717	\$ 1,081,579	\$ 1,142,500	\$ (60,921)
Walks	73,620	100,827	57,674	30,776	153,601	280,866	195,936	112,543	3,834	8,097	1,017,775	1,075,000	(57,225)
<b>Total Events</b>	<b>209,513</b>	<b>239,565</b>	<b>177,759</b>	<b>50,139</b>	<b>204,323</b>	<b>374,822</b>	<b>537,845</b>	<b>224,962</b>	<b>66,612</b>	<b>13,814</b>	<b>2,099,354</b>	<b>2,217,500</b>	<b>(118,146)</b>
<b>Annual Giving</b>													
Contributions	85,968	16,834	19,755	15,521	6,559	39,826	15,252	31,134	86,389	48,154	365,393	400,000	(34,607)
Grants	22,000	-	34,432	206,593	3,443	241,300	3,443	133,597	64,044	8,057	716,909	750,000	(33,091)
Appeals	53,386	43,805	9,769	8,849	3,163	2,195	8,543	36,932	55,272	61,410	283,323	263,540	19,783
Memorials and Tributes	74,707	14,850	14,297	12,311	27,263	22,101	13,521	42,480	27,870	18,063	267,463	250,000	17,463
Workplace Giving	16,877	6,152	5,520	3,398	5,116	6,537	3,667	11,076	7,272	5,739	71,354	75,000	(3,646)
<b>Total Annual Giving</b>	<b>252,938</b>	<b>81,641</b>	<b>83,773</b>	<b>246,672</b>	<b>45,544</b>	<b>311,959</b>	<b>44,427</b>	<b>255,219</b>	<b>240,847</b>	<b>141,424</b>	<b>1,704,442</b>	<b>1,738,540</b>	<b>(34,098)</b>
<b>Development</b>													
Major Gifts	44,000	45,413	66,548	24,551	47,052	14,858	41,095	152,170	175,434	193,025	804,147	1,000,000	(195,853)
Bequests	-	75,000	-	-	150,000	-	-	-	-	-	225,000	250,000	(25,000)
<b>Total Development</b>	<b>44,000</b>	<b>120,413</b>	<b>66,548</b>	<b>24,551</b>	<b>197,052</b>	<b>14,858</b>	<b>41,095</b>	<b>152,170</b>	<b>175,434</b>	<b>193,025</b>	<b>1,029,147</b>	<b>1,250,000</b>	<b>(220,853)</b>
<b>Government Funding</b>	<b>84,925</b>	<b>50,106</b>	<b>70,230</b>	<b>829,825</b>	<b>47,831</b>	<b>62,094</b>	<b>47,831</b>	<b>47,831</b>	<b>47,831</b>	<b>47,543</b>	<b>1,336,049</b>	<b>1,397,919</b>	<b>(61,870)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>591,376</b>	<b>491,725</b>	<b>398,309</b>	<b>1,151,187</b>	<b>494,751</b>	<b>763,733</b>	<b>671,198</b>	<b>680,183</b>	<b>530,725</b>	<b>395,805</b>	<b>6,168,992</b>	<b>6,603,959</b>	<b>(434,968)</b>
Unrealized (Loss) Gain	(9,697)	-	-	-	-	-	-	-	-	-	(9,697)	-	(9,697)
Interest Income	25,226	488	874	1,244	1,691	1,809	2,278	2,771	4,008	3,448	43,837	19,000	24,837
<b>TOTAL REVENUE</b>	<b>606,906</b>	<b>492,213</b>	<b>399,183</b>	<b>1,152,431</b>	<b>496,441</b>	<b>765,542</b>	<b>673,476</b>	<b>682,954</b>	<b>534,733</b>	<b>399,253</b>	<b>6,203,132</b>	<b>6,622,959</b>	<b>(419,828)</b>
<b>EXPENSES</b>													
<b>Care Services</b>													
Salaries and Benefits	442,825	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	1,642,689	1,599,818	42,870
ALS Clinic Centers	75,533	28,354	24,297	24,090	27,660	22,759	22,983	30,080	23,692	23,731	303,179	298,933	4,246
Abrams Program	127,779	71,399	53,436	49,148	53,435	80,928	83,511	72,772	62,882	57,755	713,045	750,000	(36,955)
Other Service Expenses	72,724	17,825	21,943	18,936	16,053	18,025	18,513	17,885	25,262	10,467	237,633	217,400	20,233
Allocated Overhead	47,123	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	221,401	232,371	(10,970)
<b>Total Care Services</b>	<b>765,982</b>	<b>270,260</b>	<b>252,358</b>	<b>244,857</b>	<b>249,831</b>	<b>274,394</b>	<b>277,689</b>	<b>273,420</b>	<b>264,519</b>	<b>244,636</b>	<b>3,117,946</b>	<b>3,098,522</b>	<b>19,424</b>
<b>Research</b>													
Research Payments to NTL	14,213	51,539	22,552	81,578	10,253	12,621	82,653	5,755	17,562	9,717	308,443	359,867	(51,424)
Research Coordinators	31,027	13,091	10,882	10,882	13,091	10,882	10,882	10,882	10,882	10,882	133,381	135,000	(1,619)
Other Research Expense	14,296	4,192	4,154	3,199	4,326	(9,241)	17,925	5,935	660	5,008	50,454	48,226	2,228
Allocated Overhead	34,906	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	164,001	172,127	(8,126)
<b>Total Research</b>	<b>94,441</b>	<b>83,166</b>	<b>51,931</b>	<b>110,003</b>	<b>42,014</b>	<b>28,606</b>	<b>125,804</b>	<b>36,916</b>	<b>43,447</b>	<b>39,950</b>	<b>656,279</b>	<b>715,220</b>	<b>(58,941)</b>
<b>Education</b>													
Education	146,775	87,721	68,254	44,281	77,264	101,408	70,612	97,468	69,662	59,790	823,235	857,484	(34,249)
Allocated Overhead	13,962	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	65,600	68,851	(3,250)
<b>Total Education</b>	<b>160,737</b>	<b>93,459</b>	<b>73,991</b>	<b>50,018</b>	<b>83,001</b>	<b>107,145</b>	<b>76,350</b>	<b>103,206</b>	<b>75,400</b>	<b>65,527</b>	<b>888,835</b>	<b>926,335</b>	<b>(37,500)</b>
<b>Development</b>													
Fundraising	160,436	57,706	57,972	54,443	62,986	56,671	79,526	69,655	72,726	60,908	733,029	738,410	(5,381)
Events	37,494	7,833	32,081	1,059	4,580	10,183	28,567	43,422	1,099	11,692	178,010	160,300	17,710
Allocated Overhead	17,453	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	82,000	86,063	(4,063)
<b>Total Development</b>	<b>215,383</b>	<b>72,711</b>	<b>97,225</b>	<b>62,674</b>	<b>74,737</b>	<b>74,026</b>	<b>115,266</b>	<b>120,249</b>	<b>80,997</b>	<b>79,772</b>	<b>993,040</b>	<b>984,773</b>	<b>8,267</b>
<b>Administrative &amp; Board</b>	<b>254,586</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>1,196,146</b>	<b>1,255,413</b>	<b>(59,267)</b>
<b>TOTAL EXPENSES</b>	<b>1,491,130</b>	<b>624,214</b>	<b>580,123</b>	<b>572,170</b>	<b>554,201</b>	<b>588,789</b>	<b>699,726</b>	<b>638,409</b>	<b>568,980</b>	<b>534,503</b>	<b>6,852,245</b>	<b>6,980,263</b>	<b>(128,018)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (884,224)</b>	<b>\$ (132,001)</b>	<b>\$ (180,940)</b>	<b>\$ 580,261</b>	<b>\$ (57,760)</b>	<b>\$ 176,753</b>	<b>\$ (26,250)</b>	<b>\$ 44,545</b>	<b>\$ (34,248)</b>	<b>\$ (135,250)</b>	<b>\$ (649,113)</b>	<b>\$ (357,304)</b>	<b>\$ (291,810)</b>
Depreciation	12,757	4,295	4,295	-	-	-	-	-	-	-	-	-	-
Pledged Receivables	50,000	31,665	10,555	-	-	-	-	-	-	-	-	-	-
Investments	497,779	-	-	-	-	-	-	-	-	-	-	-	-
Grant Receivables	410,947	165,111	47,222	-	-	-	-	-	-	-	-	-	-
Receivables - Other	128,914	58,270	19,423	-	-	-	-	-	-	-	-	-	-
Prepays	9,856	(22,256)	(22,256)	-	-	-	-	-	-	-	-	-	-
Beneficial Interest in Perpetual Trust	11,697	-	-	-	-	-	-	-	-	-	-	-	-
Right of Use Asset-Office Lease	29,518	9,839	9,839	-	-	-	-	-	-	-	-	-	-
Purchase of Property & Equipment	11,600	-	-	-	-	-	-	-	-	-	-	-	-
Accounts Payable	44,853	(33,470)	(66,897)	-	-	-	-	-	-	-	-	-	-
Accrued Liabilities	(21,611)	(37,339)	-	-	-	-	-	-	-	-	-	-	-
Accrued National - Revenue Sharing	(74,681)	-	(70,580)	-	-	-	-	-	-	-	-	-	-
Accrued National - Research (Revenue Restricted)	(6,182)	-	(14,213)	-	-	-	-	-	-	-	-	-	-
Right of Use Liability- Office Lease	(32,820)	(10,912)	(10,912)	-	-	-	-	-	-	-	-	-	-
<b>Cash and Cash Equivalents Beginning</b>	<b>216,036</b>	<b>404,440</b>	<b>437,641</b>										
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 404,440</b>	<b>\$ 437,641</b>	<b>\$ 163,177</b>										