

**The ALSA Income Statement**  
As of March 31, 2023

This format is inclusive of the Home Office and chapters that have unified as of March 31, 2023

	Actual Month Ending	Budget Year Ending	Budget FY to Date	Actual Year to Date	Budget Difference	Actual Prior Year to Date	Difference to Prior Year	
	03/31/2023	01/31/2024	03/31/2023	03/31/2023	03/31/2023	03/31/2022	03/31/2022	
	Unified ALS Actual	Operating Budget	Operating Budget	Unified ALS Actual	Budget Diff	Actual	Summary	
<b>Revenue</b>								
Contributions and Grants	2,365,451	68,380,369	5,309,249	4,394,360	(914,889)	3,170,968	1,223,392	1
Grant Revenue	(85,745)	8,118,631	1,205,065	1,917,873	712,808	44,730	1,873,143	2
Miscellaneous Income	(1)	1,000	166	50,000	49,834	16,323	33,677	
Revenue Share	0	650,000	0	0	0	0	0	
<b>Total REVENUE</b>	<b>2,279,705</b>	<b>77,150,000</b>	<b>6,514,480</b>	<b>6,362,233</b>	<b>(152,247)</b>	<b>3,232,021</b>	<b>3,130,212</b>	
<b>Operating Expenses</b>								
Salaries and Benefits	5,463,734	46,834,672	7,173,314	7,175,787	(2,474)	3,162,413	4,013,373	3
Grants	660,554	23,499,293	3,696,999	1,055,151	2,641,848	1,117,976	(62,825)	4
Professional Services (Not Technology Related)	970,964	10,762,197	1,883,739	1,382,423	501,317	796,439	585,984	5
Advertising & Promotion	19,023	918,369	120,996	92,029	28,966	15,795	76,234	
Office Expenses	153,728	2,856,387	449,598	532,675	(83,077)	571,899	(39,224)	
Information Technology	457,132	6,978,375	1,243,955	896,182	347,774	638,481	257,701	6
Occupancy Costs	171,968	2,024,544	328,866	329,651	(785)	160,678	168,973	7
Travel	145,658	2,274,900	335,051	317,905	17,146	153,751	164,153	8
Conferences, Conventions, Meetings and Events	275,016	2,590,959	376,316	435,961	(59,644)	143,238	292,724	8
Insurance	3,750	221,907	36,871	17,705	19,165	11,145	6,560	
Bank & Credit Card Fees	35,984	550,000	79,816	63,742	16,074	30,183	33,560	
Other Expenses	29,049	585,141	77,760	61,675	16,085	64,011	(2,337)	
Depreciation and amortization	170,222	1,151,399	334,400	327,380	7,020	298,343	29,038	
<b>Total Operating Expenses</b>	<b>8,556,782</b>	<b>101,248,142</b>	<b>16,137,681</b>	<b>12,688,266</b>	<b>3,449,414</b>	<b>7,164,352</b>	<b>5,523,913</b>	
<b>Total Net Operating Gain/(Loss)</b>	<b>(6,277,077)</b>	<b>(24,098,142)</b>	<b>(9,623,201)</b>	<b>(6,326,033)</b>	<b>3,297,167</b>	<b>(3,932,331)</b>	<b>(2,393,702)</b>	
Interest Expense								
591100 - Interest Expense - Non Mortgage Loans	13,148	0	0	27,200	(27,199)	0	27,199	
Total Interest Expense	13,148	0	0	27,200	(27,199)	0	27,199	
Non-Operating Revenue								
Bequests and other planned gifts	128,350	4,125,000	365,000	201,428	(163,573)	24,102	177,327	
Investment Income	1,250,700	1,005,300	167,550	93,616	(73,934)	(1,669,274)	1,762,889	9
<b>Total Non-Operating Revenue</b>	<b>1,379,050</b>	<b>5,130,300</b>	<b>532,550</b>	<b>295,044</b>	<b>(237,507)</b>	<b>(1,645,172)</b>	<b>1,940,216</b>	
<b>Total Change in Net Assets</b>	<b>(4,911,175)</b>	<b>(18,967,842)</b>	<b>(9,090,651)</b>	<b>(6,058,190)</b>	<b>3,032,461</b>	<b>(5,577,503)</b>	<b>(480,686)</b>	