

## The ALS Association - Combined FY20 Budget

	FY22 Budget
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Events</b>	
Chapter Events (Non-Walk)	\$350,000.00
Sponsorships	\$400,000.00
Walks	\$1,100,000.00
<b>Total Events</b>	\$1,850,000.00
<b>Restricted Giving</b>	
Grants	\$100,000.00
Research	\$25,000.00
Solicited Restricted	\$225,000.00
Unsolicited restricted	\$20,000.00
<b>Total Restricted Giving</b>	\$370,000.00
<b>Unrestricted Giving</b>	
Bequests	\$0.00
Community of Hope	\$0.00
Corporate Donors	\$0.00
DIY	\$177,000.00
Direct Mail	\$50,000.00
Federated Donations	\$60,000.00
Individual Donor (unrestricted)	\$325,000.00
Matching Gifts	\$35,000.00
Memorials	\$150,000.00
Payments from Affiliates	\$0.00
<b>Total Unrestricted Giving</b>	\$797,000.00
<b>Total Income</b>	\$3,017,000.00
<b>Gross Profit</b>	\$3,017,000.00
<b>Expense</b>	
<b>Administrative</b>	
Dues & Subscriptions	\$50,000.00
Insurance	\$5,500.00
Mileage\Parking\Tolls (local)	\$15,000.00
Miscellaneous Expense	\$0.00
Office Expense	\$15,000.00
Postage & Delivery	\$15,000.00
<b>Total Administrative</b>	\$100,500.00
<b>Bank Charges</b>	\$1,000.00
<b>Mission Delivery</b>	
Clinical Payments	\$132,000.00
DME	\$100,000.00
General Grants	\$0.00
<b>Total Care Services</b>	\$232,000.00

<b>Contract labor</b>	\$60,000.00
<b>Employment expenses</b>	
<b>Payroll Services/Insurance</b>	\$430,000.00
<b>Salaries &amp; Wages</b>	\$1,305,000.00
<b>Staff Development/Recruiting</b>	\$4,500.00
<b>Total Employment expenses</b>	\$1,739,500.00
<b>Event expenses</b>	
<b>Awards and Prizes</b>	\$40,000.00
<b>Catering</b>	\$15,000.00
<b>Event Expenses - Other</b>	\$26,000.00
<b>Facilities</b>	\$75,000.00
<b>Total Event expenses</b>	\$156,000.00
<b>Meals</b>	\$2,500.00
<b>Merchant Fees</b>	\$45,000.00
<b>Occupancy</b>	
<b>Facility Repair &amp; Maintenance</b>	\$0.00
<b>Rent</b>	\$100,000.00
<b>Utilities</b>	\$3,000.00
<b>Total Occupancy</b>	\$103,000.00
<b>Payments to affiliates</b>	
<b>Other National Payments</b>	\$50,000.00
<b>Revenue Share Payments</b>	\$410,000.00
<b>Research</b>	\$25,000.00
<b>Total Payments to affiliates</b>	\$485,000.00
<b>Professional fees</b>	\$15,000.00
<b>Promotional</b>	
<b>Advertising/Awareness</b>	\$5,000.00
<b>Printing &amp; Materials</b>	\$32,500.00
<b>Total Promotional</b>	\$37,500.00
<b>Telephone</b>	\$20,000.00
<b>Travel out of town</b>	\$20,000.00
<b>Total Expense</b>	\$3,017,000.00
<b>Net Ordinary Income</b>	<b>\$0.00</b>