

# MONTHLY OPERATIONS REPORT

November 2024



PARKINSON VOICE PROJECT°





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# EXECUTIVE SUMMARY



#### **Executive Introduction**

Parkinson Voice Project is a 501C3 nonprofit organization whose mission is to help people with Parkinson's and related neurological disorders regain and retain their speech and swallowing. The organization was founded in 2005 by Samantha Elandary, a speech-language pathologist who recognized that although Parkinson's is a progressive, degenerative, incurable disease, these patients can preserve their speech and minimize life-threatening swallowing complications with continuous therapy, home practice, and encouragement.

Parkinson Voice Project runs a speech therapy clinic in Richardson, Texas, and is replicating its program worldwide. Since 2008, the organization has not charged for its therapy services. Every person with Parkinson's who needs speech therapy may receive treatment. Insurance restrictions and financial limitations are not barriers to patients improving their speech and swallowing.

The SPEAK OUT! Therapy Program was developed in 2010. It is a highly effective, comprehensive speech therapy program combining education, individual and group speech therapy, daily home practice, and continuous follow-ups. The program strengthens the muscles used for speech and swallowing and teaches patients how to convert speaking and swallowing from an automatic function to an intentional act. Since Parkinson's is progressive and degenerative, patients remain in the program for life.

Parkinson Voice Project's vision is to make its SPEAK OUT! Therapy Program accessible to patients worldwide. The organization trains speech-language pathologists and graduate students while continuously developing effective therapy materials and translating them into multiple languages. Since Parkinson Voice Project is the only nonprofit addressing speech and life-threatening swallowing issues in Parkinson's, the organization is building its endowment to financially sustain the organization for future patients.

The following slides outline Parkinson Voice Project's performance for the month of November 2024.

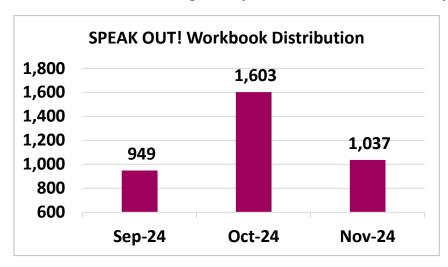
#### **Executive Summary**

Revenue year-to-date is ~\$936K favorable vs. the budget, largely driven by ~\$749K in favorable endowment returns & ~\$201K in-kind services income, partially offset by ~(\$151K) in lower-than-expected online course revenue. Expenses are ~(\$105K) unfavorable, which is due to ~(\$201K) in-kind services expense. Overall, Parkinson Voice Project has a year-to-date net surplus of ~\$831K.

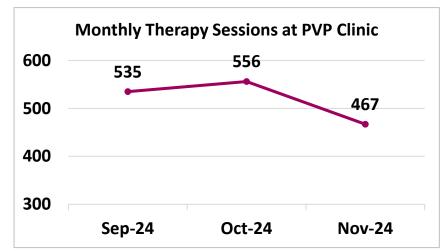
Consolidated Monthly SoA	Current Month Actuals vs. Budget and Prior Year						
As of Nov-2024 In \$s	Actual Nov'24	Budget Nov'24	B / (W) <sup>(1)</sup> \$s	Actual Nov'23	B / (W) \$s		
Total Revenue	\$ 908,947	\$ 353,010	\$ 555,937	\$ 762,705	\$ 146,241		
Total Expenses	426,708	289,996	(136,712)	225,489	(201,219)		
Net Surplus / (Deficit)	\$ 482,239	\$ 63,014	\$ 419,224	\$ 537,217	\$ (54,978)		

Year-to-Date Actuals vs. Budget						
Actual YTD'25	Budget YTD'25	B / (W) \$s				
\$ 2,005,877	\$ 1,069,871	\$ 936,005				
1,527,767	1,422,465	(105,302)				
\$ 478,110	\$ (352,594)	\$ 830,703				

In November, the number of workbooks distributed decreased compared to the previous month. November therapist training was similar to October. We anticipate an increase in SLPs taking the updated SPEAK OUT! Therapy Course by year-end. Therapy sessions decreased largely due to the Thanksgiving holidays.







#### Notes:

<sup>[1]</sup> B / (W) stands for Better / (Worse) and is used to compare actual performance against a benchmark or target

<sup>\*</sup>Parkinson Voice Project only distributes physical workbooks within the United States.

<sup>\*</sup>SLP stands for Speech-Language Pathologist.

<sup>\*</sup>Monthly Therapy Sessions include SPEAK OUT! Evaluations, SPEAK OUT! Refreshers, SPEAK OUT! Treatments, SPEAK OUT! Discharge, Online Patient Groups (singing, online session).

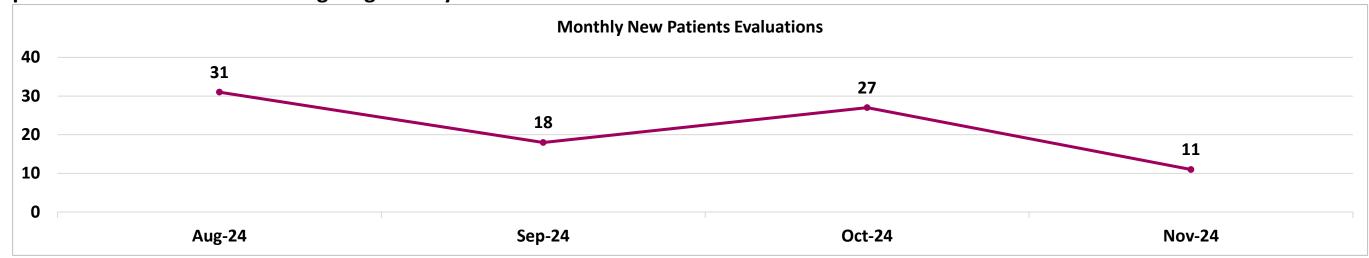
# PARKINSON VOICE PROJECT'S SPEECH THERAPY CLINIC

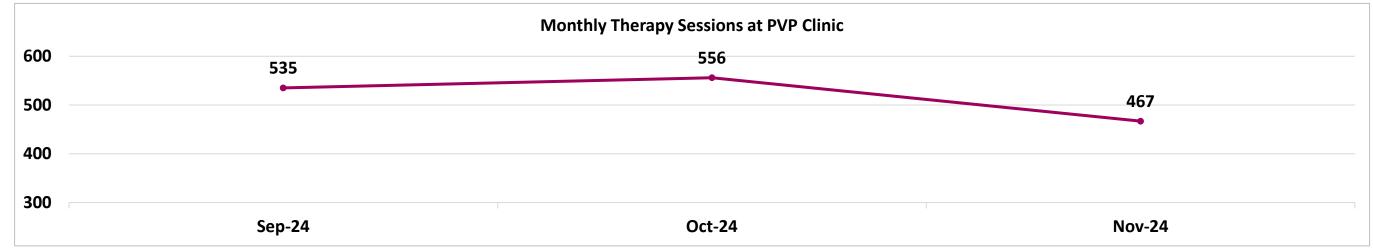
Richardson, TX



#### **Monthly Therapy Sessions**

November New Patient Evaluations of 11 were down (16) from the previous month. Total Therapy Sessions likely decreased 16% vs. the prior month due to the Thanksgiving holiday.

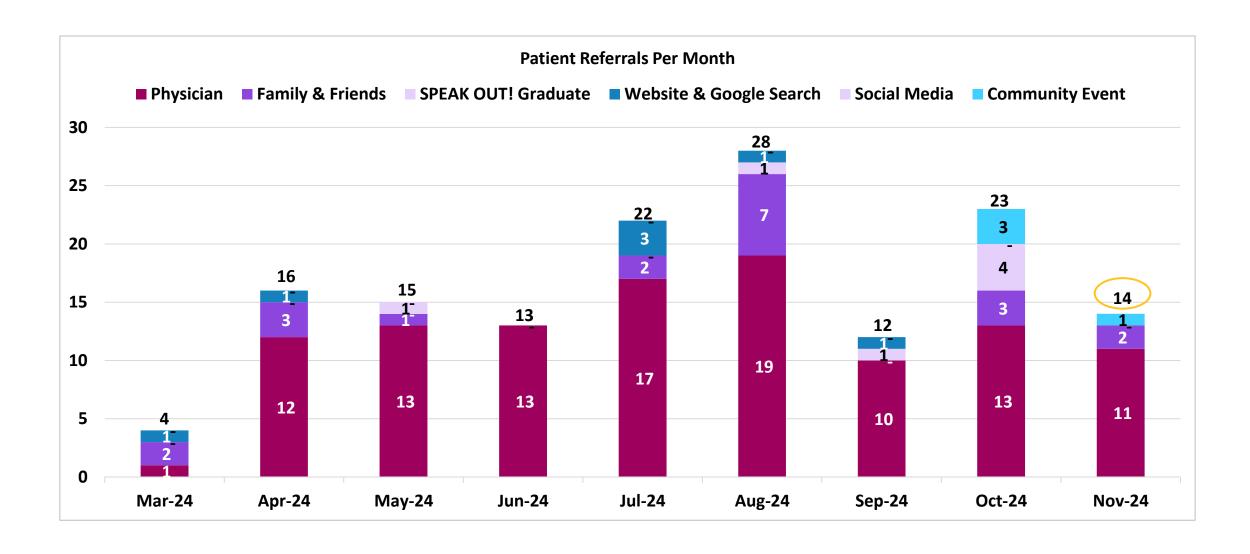




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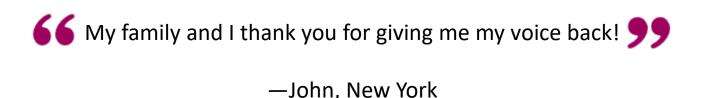
#### **New Patient Referrals**

November patient referrals decreased (6) from the previous month, likely due to the Thanksgiving Holiday.



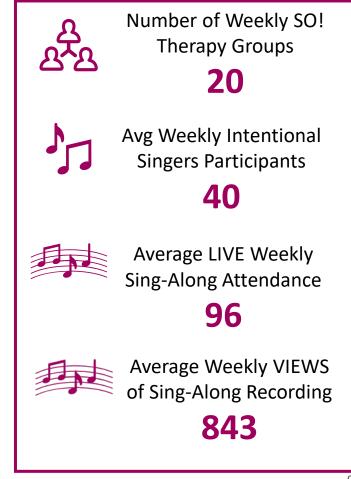
#### Speech, Singing, and Care Partner Groups

SPEAK OUT! Therapy Groups are led by SLPs. Singing Groups are led by both SLPs and music professionals. Care Partner Groups are led by spouses trained by PVP's clinical staff. The purpose of the groups is to help patients RETAIN the strength of their speech and swallowing muscles. Patients and families also share resources and encourage one another during these groups.



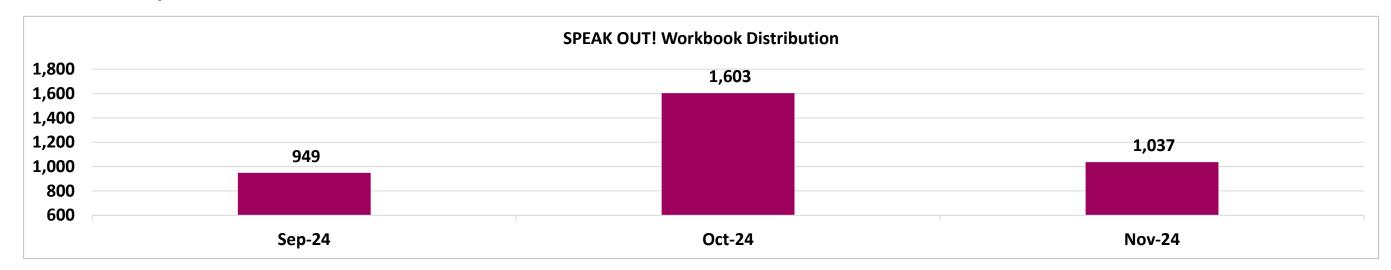
I cannot even put into words how thankful I am for the Parkinson's Voice Project. Thank you so much for giving me the tools to greatly improve my quality of life.

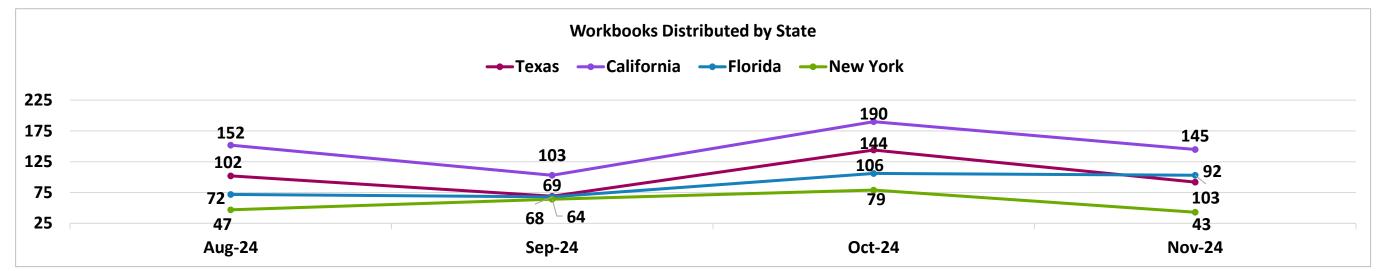
—Bruce, Kansas



#### U.S. SPEAK OUT! Workbook Distribution

In November, the total number of workbooks distributed decreased (35%) from the previous month. There was a decrease of 52 workbook requests in Texas and 45 in California.





Votes:

#### **Patient Testimonial**

1 just want you to know how much Parkinson Voice
Project has helped me. I worked with a SPEAK OUT!
Provider this summer and will do so once again in
January. Everyday my wife and I do the online exercises
and use the workbook on the weekends. I participate in a
Zoom class once a week. My speech and swallowing have
greatly improved. Thank you for all that you do.

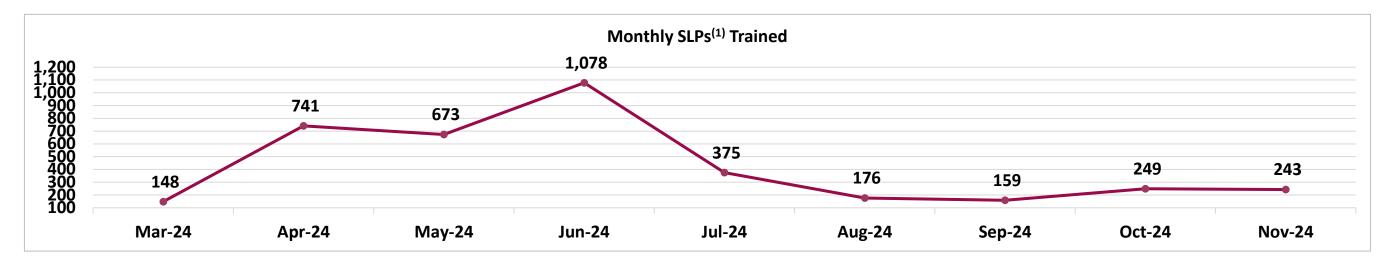
—Thomas, New York

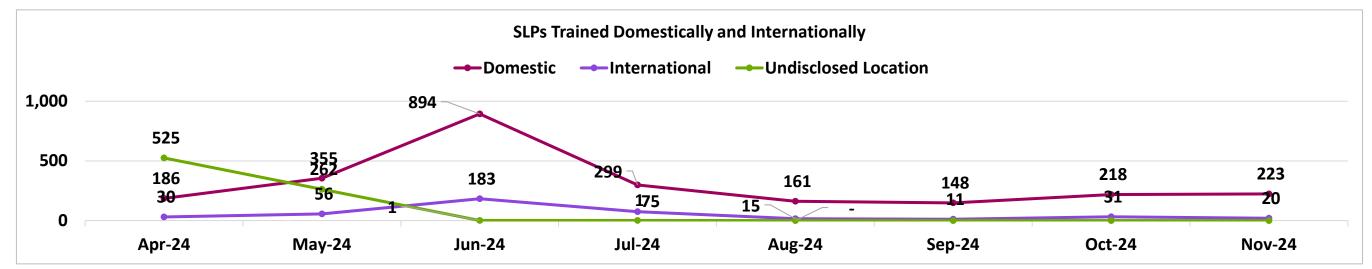
# SPEAK OUT! PROVIDERS



#### SLP SPEAK OUT! Therapy Training

The number of therapists trained increased significantly from April to June 2024 due to the 2024 Grant Program. However, training volumes returned to standard levels in August and September. This number increased in October and remained stable in November.





Notes:

<sup>[1]</sup> SLP stands for Speech-Language Pathologist.

#### SPEAK OUT! Therapy Grant Program

In 2024, PVP awarded training grants to 346 sites to support the training of SLPs and treatment of patients using the SPEAK OUT! Therapy Program worldwide. The U.S.A, Australia, and the United Kingdom received the most grants with 282, 20, and 11 granted to each country.

Number of Grants Provided to Clinical Education Grant Sites							
	2018	2019	2020	2021	2022	2023	2024
United States	89	142	227	260	354	292	282
Australia	n/a	2	11	23	33	34	20
United Kingdom	n/a	n/a	n/a	2	14	8	11
All Other Countries (1)	4	5	9	19	39	26	33
<b>Total Grants Per Year</b>	93	149	247	304	440	360	346

Number of Grants Provided to Grad Students							
	2018	2019	2020	2021	2022	2023	2024
United States (2)	n/a <sup>(3)</sup>	n/a	n/a	n/a	n/a	n/a	2401
Australia	n/a	n/a	n/a	n/a	n/a	n/a	116
Puerto Rico	n/a	n/a	n/a	n/a	n/a	n/a	56
All Other Countries	n/a	n/a	n/a	n/a	n/a	n/a	88
Total Grants Per Year	n/a	n/a	n/a	n/a	n/a	n/a	2661

Number of Discounted Grants Provided to Speech Language Pathologists							
	2018	2019	2020	2021	2022	2023	2024
United States	n/a	n/a	n/a	n/a	n/a	199	878
Australia	n/a	n/a	n/a	n/a	n/a	19	116
Canada	n/a	n/a	n/a	n/a	n/a	6	45
All Other Countries	n/a	n/a	n/a	n/a	n/a	21	63
Total Grants Per Year	n/a	n/a	n/a	n/a	n/a	n/a	1102

#### Notes

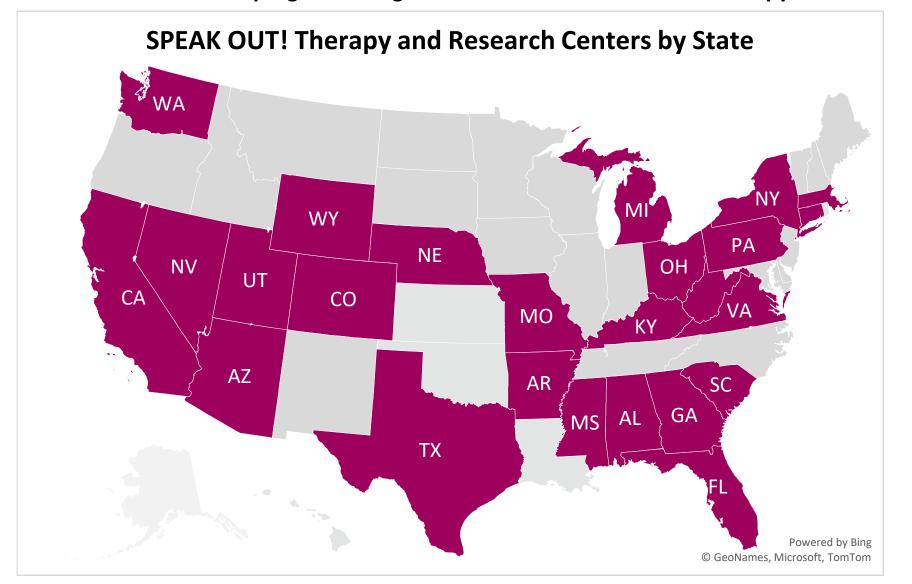
<sup>[1]</sup> The countries presented in the table reflect the countries with the highest grant volume in 2024. The remaining countries are presented as "Other Countries"

<sup>[2]</sup> Order of grant volumes above is listed greatest to least based on 2024 grant volumes

<sup>[3]</sup> Columns with "n/a" denote zero grants given for the respective row and column

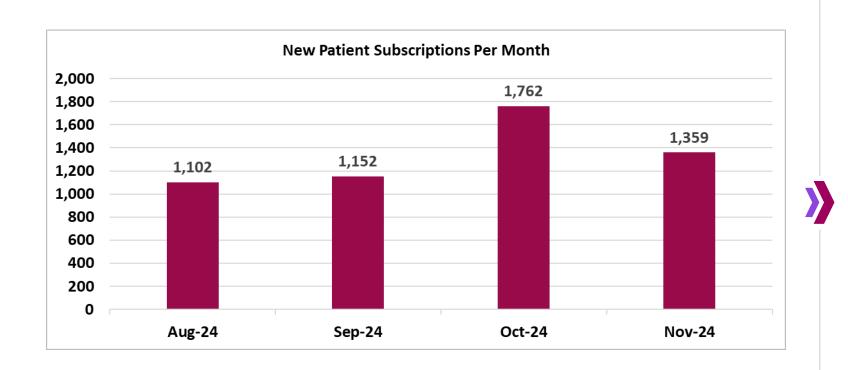
#### SPEAK OUT! Therapy and Research Centers

Parkinson Voice Project is collaborating with university speech clinics across the U.S. to make its program accessible to every American. These university speech clinics do not charge for SPEAK OUT! Therapy, just like PVP's Richardson clinic. They treat patients, train graduate students, and conduct research on our program. Our goal is to have one SPEAK OUT! Therapy & Research Center in every state.



#### SPEAK OUT! eLibrary Subscriptions and Resources

New eLibrary Patient Subscriptions decreased to 1,359 in November, -403 vs. the previous month, likely due to the Thanksgiving holidays.





#### Latest SPEAK OUT! Therapy Research

Parkinson Voice Project is committed to conducting research through our partnership with medical professionals and research centers. Below are the latest publications SPEAK OUT! Therapy Program studies, publications, and presentations.

STUDIES AND PUBLICATIONS	POSTERS AND PRESENTATIONS
Sullivan, L., Martin, E., & Allison, K. M. (2024). Effects of SPEAK OUT! & LOUD Crowd on Functional Speech Measures in Parkinson's Disease. American Journal of Speech-Language Pathology. <a href="https://pubs.asha.org/doi/10.1044/2024">https://pubs.asha.org/doi/10.1044/2024</a> AJSLP-23-00321	Behrman, A., Wilson, M., Cody, J., Elandary, S., & Chitnis, S. (2019). The Effect of Intentional Speech on Prosody in Parkinson Disease. Poster presented at the annual American Speech-Language-Hearing Association Convention, Orlando, FL.
Ashkenazi, Y., Stainer, N., Tadmor, L., Yaakov, L., Friedman, I., Rips, R., & Weiss, O. S. (2024). Hybrid SPEAK OUT! Protocol improves aerodynamic measurements and PROMs in Parkinson's disease. International Journal of Language & Communication Disorders. https://doi.org/10.1111/1460-6984.13077	Behrman, A. & Cody, J. (2018). Outcome of SPEAK OUT!® for Adults with Parkinson's Disease.  Poster presented at the annual American Speech-Language-Hearing Association Convention, Boston, MA.
Behrman, A., Cody, J., Chitnis, S., Elandary, S., (2022). Dysarthria treatment for Parkinson's disease: one-year follow-up of SPEAK OUT! with the LOUD Crowd.  Logopedics Phoniatrics Vocology,  https://doi.org/10.1080/14015439.2021.1958001	Parveen, S., Headrick, K., Payne, N. (2018). Long-Term Effects of a Group Based Intervention among Individuals with PD.  MDS-PAS Conference, Miami, FL.

#### Notes:

<sup>[1]</sup> The complete listing of studies, publications, posters, and research can be found on our website at "www.parkinsonvoiceproject.org/education/research".

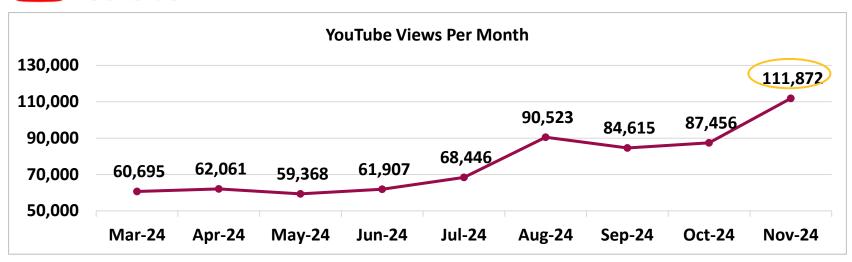
# MARKETING & OUTREACH

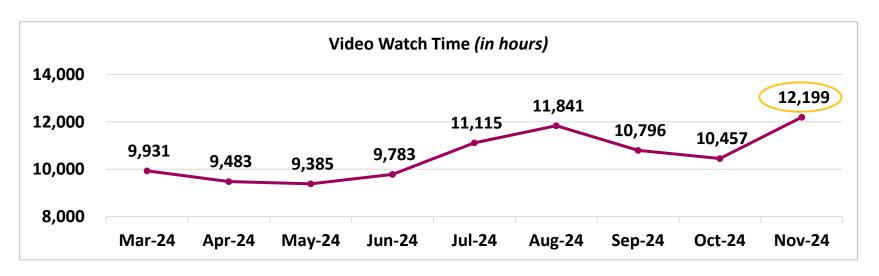


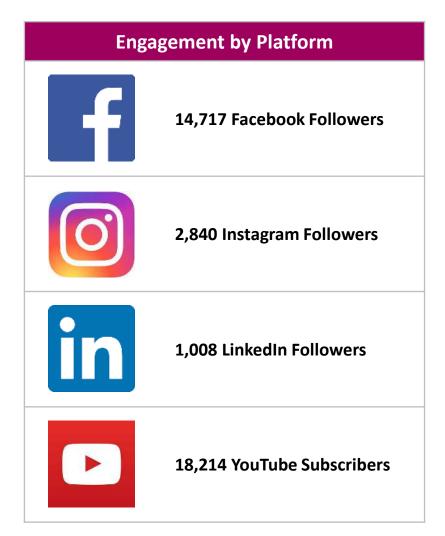
#### Social Media Engagement

YouTube views of 111K in November were up  $^{(24K)}$ , attributable to increased effective YouTube ads, especially highlighting our Balancing Act video. In addition, watch time of 12K hours in November was up  $^{(2K)}$  vs. 10.4K in October.

#### **YouTube**

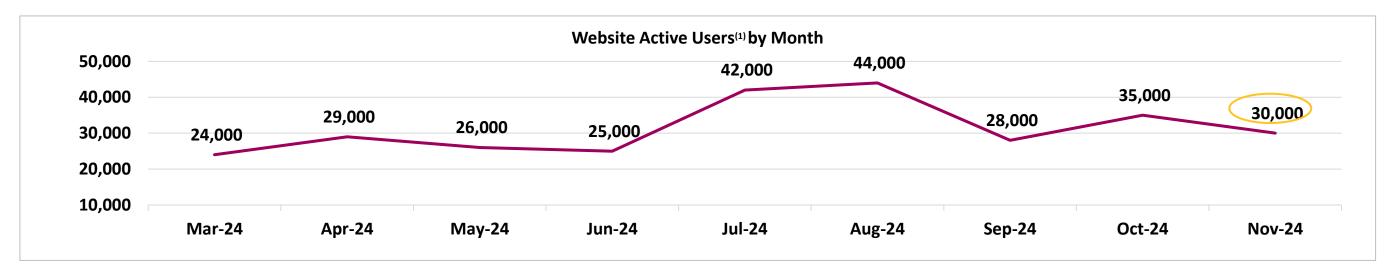


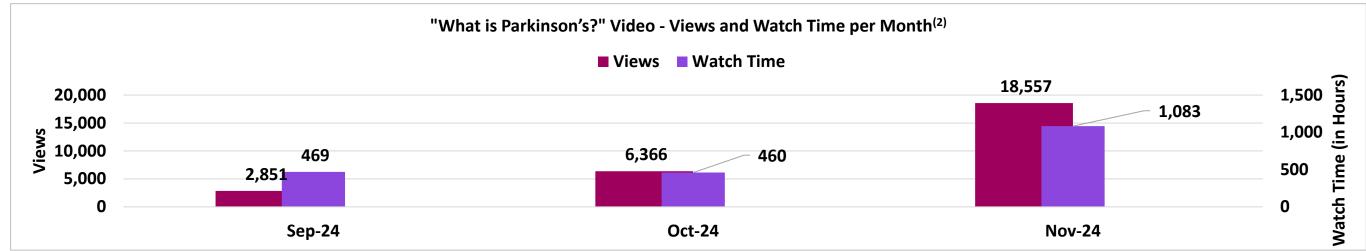




#### Website and "What is Parkinson's?" Video Engagement

July/August users were inflated due to casting a wide net in our international marketing. In the fall, we optimized these ad campaigns to reach the target audience. Additionally, views for the "What is Parkinson's?" video increased by ~300% due to an increase in paid ads.





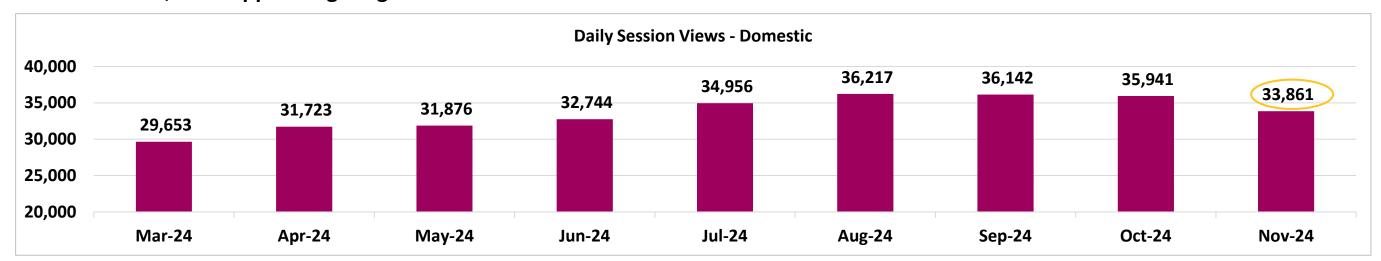
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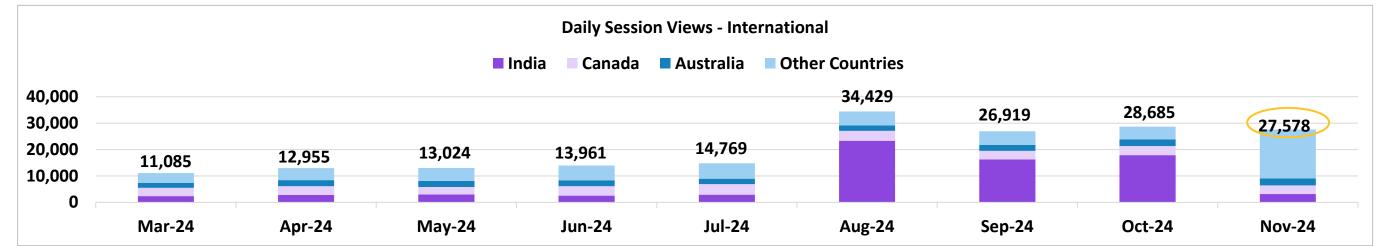
<sup>[1]</sup> Active Users are defined as unique, non-duplicate users. PVP employees are also excluded from the total count

<sup>[2] &</sup>quot;Watch Time per Month" presented above reflects the number of hours spent watching the "What is Parkinson's?" video each month.

#### Virtual Parkinson's Speech Exercises (SPEAK OUT! Home Practice Sessions)

We continue to refine our marketing campaigns to reach our target audience. Last month, we saw the average watch time in India was around a minute and a half, showing that while we can reach India, there is likely a language barrier causing them to exit the video. Because of this, we stopped targeting India.





Notes:



#### Parkinson Voice Advocates

Parkinson Voice Advocates is an energetic volunteer group that partners with the CEO and staff to support the mission of Parkinson Voice Project. The group consists of SPEAK OUT! Graduates and their Care Partners. They meet twice a month with the CEO.

#### **November Spotlight: Allen**

Allen Wyly is one of our Virtual Parkinson Voice Advocates from Rio Vista, California. He's a proud Vietnam Veteran, a great husband, dad, and grandpa. He is retaining his speech and swallowing by scheduling regular SPEAK OUT! Refreshers and participating in our online Parkinson's Speech Exercise sessions. He consistently encourages others during the online sessions by posting messages and photos in the chat. Participants all over the world have come to know and love his German Shepherd, Charlie, who practices with him. Allen educates his community about Parkinson's and SPEAK OUT! Therapy by presenting at community groups, distributing brochures at doctors' offices and pharmacies, and so much more. THANK YOU, ALLEN!





### FINANCIAL OVERVIEW



#### Statement of Activities

Consolidated Monthly SoA	Current Month Actuals vs. Budget and Prior Year				
As of Nov-2024 In \$s	Actual Nov'24	Budget Nov'24	B / (W) \$s	Actual Nov'23	B / (W) \$s
Revenue					
Contribution Revenue	\$ 247,905	\$ 266,667	\$ (18,761)	\$ 172,511	\$ 75,395
Program Revenue	49,790	63,333	(13,543)	22,175	27,615
Investment Income	410,035	23,000	387,035	565,778	(155,743)
Other Income	201,217	10	201,207	2,242	198,974
Total Revenue	908,947	353,010	555,937	762,705	146,241
Expenses					
Program Expenses	25,542	48,330	22,788	10,409	(15,133)
Personnel Expenses	138,265	148,903	10,639	118,291	(19,974)
Events & Travel	5,915	13,147	7,233	19,904	13,990
Facility Costs	25,868	30,660	4,792	19,262	(6,606)
3rd Party Expenses	16,436	35,002	18,566	45,207	28,771
Insurance and Other	204,943	4,453	(200,490)	3,423	(201,520)
Depreciation	9,740	9,500	(240)	8,993	(747)
Total Expenses	426,708	289,996	(136,712)	225,489	(201,219)
Net Surplus / (Deficit)	\$ 482,239	\$ 63,014	\$ 419,224	\$ 537,217	\$ (54,978)

Year-to-	Date Actuals vs	. Budget
Actual YTD'25	Budget YTD'25	B / (W) \$s
\$ 772,430	\$ 636,905	\$ 135,526
165,758	316,667	(150,909)
863,736	115,000	748,736
203,952	1,300	202,652
2,005,877	1,069,871	936,005
228,689	214,218	(14,471)
746,311	814,652	68,341
30,089	33,471	3,382
147,192	155,849	8,658
111,576	134,512	22,935
217,266	22,264	(195,002)
46,645	47,500	855
1,527,767	1,422,465	(105,302)
\$ 478,110	\$ (352,594)	\$ 830,703



Year-to-date revenue is ~\$936K favorable vs. budget, driven by ~\$749K in favorable endowment returns, ~\$201K in in-kind services income, and by ~\$136K favorable Holiday Challenge Revenue, partially offset by ~(\$151K) unfavorable online course sales.

#### **Expenses**

- Year-to-date insurance & other expenses are ~(\$195K) unfavorable vs. budget, primarily driven by in-kind services expense of ~(\$201K).
- Program expenses are ~(\$14K) unfavorable vs. budget primarily driven by the purchase of 'Circle of Intent' Mousepads and coasters for ~(22K).
- Year-to-date personnel expenses are ~\$68K favorable vs. budget, primarily driven by timing differences of actual and planned employee bonus distributions.

#### **Net Surplus / (Deficit)**

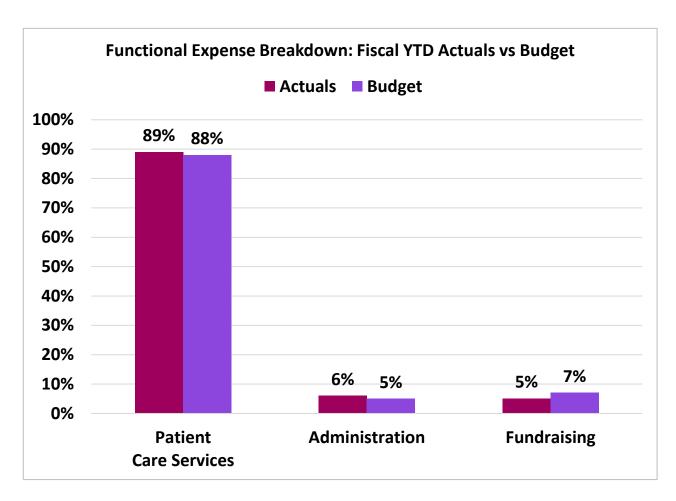
• PVP has a net surplus of ~\$478K year-to-date, which is ~\$831K favorable vs. budget.

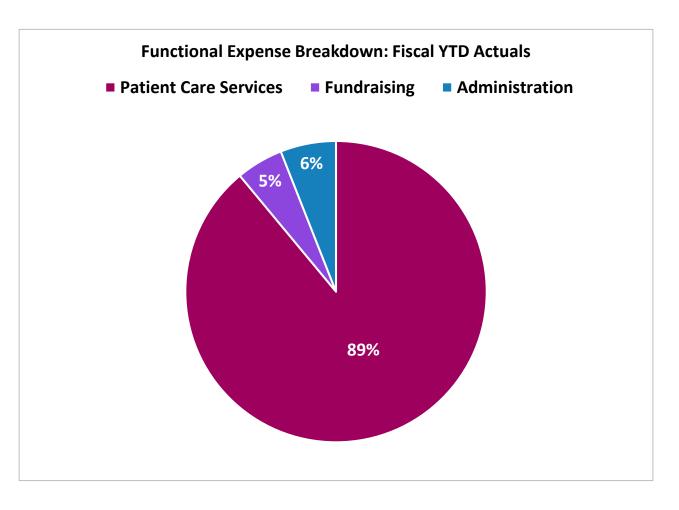


<sup>[1]</sup> Parkinson Voice Project's Fiscal Year starts in July and ends in June.

#### Functional Expense Breakdown

Patient care services comprise ~89% of PVP's fiscal year-to-date expenses, which is 1pp favorable compared to the year-to-date budget.



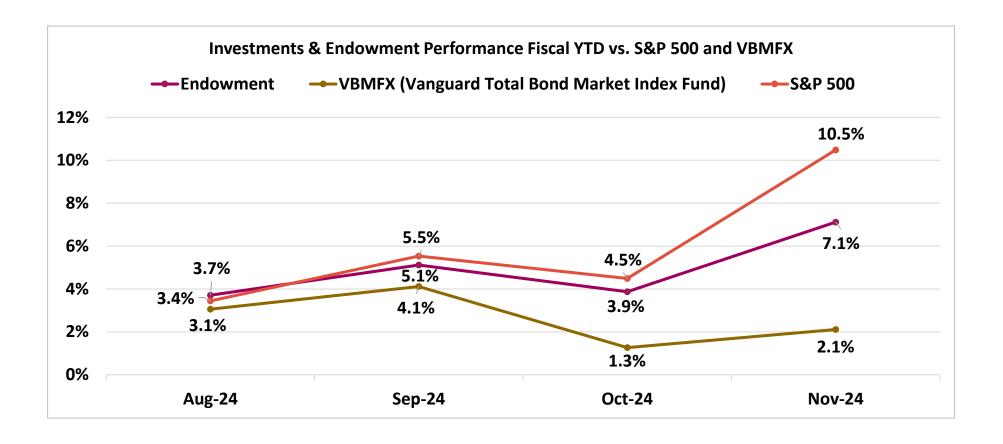


Notes:

<sup>[1]</sup> Parkinson Voice Project's Fiscal Year starts in July and ends in June.

#### Year-to-Date Investment & Endowment Performance

Parkinson Voice Project's investments & endowments have earned ~7.1% in the market, Fiscal Year-to-Date, which is + 5 pp higher than the Vanguard Total Bond Market Index Fund<sup>(1)</sup> and (3.4 pp) lower than the S&P  $500^{(2)}$ . Our strategy is effective at producing reasonable returns at a lower-risk profile than the market.

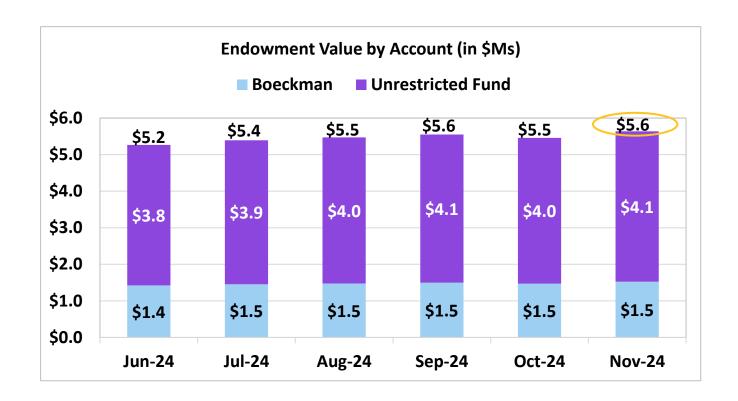


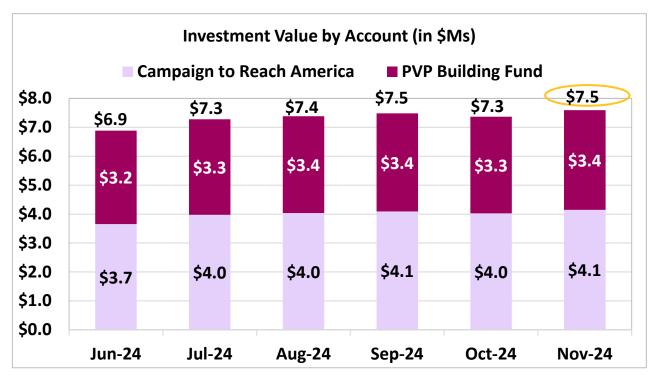
#### Notes

<sup>[1]</sup> The Vanguard Total Bond Market Index Fund tracks diverse U.S. investment-grade bonds and is presented above to reflect a conservative investment comparison vs. PVP's Endowment. [2] The S&P 500 tracks the 500 leading publicly traded U.S. companies and is presented above to reflect a high-risk, growth-oriented investment comparison vs. PVP's Endowment.

#### Investment & Endowment Performance by Account

The investments & endowments increased from ~\$12M in January 2024 to ~\$13.1M in November 2024, driven by earnings growth in the Unrestricted Fund of +.5M, and the PVP Building Fund, & Campaign to Reach America, and Boeckman Fund increased by +.2M each.





#### Contributions by Location

Total contributions during the fiscal year 2024<sup>(1)</sup> were \$5.1M. Of this amount, ~\$5.0M was donated by residents of the United States, primarily driven by donations from Texas and South Dakota of \$2.3M and \$1.0M, respectively.

2024 Contributions by Country <sup>(2)</sup>				
Country 2024 Donations (in \$				
United States	\$ 4,992,493			
Canada	7,566			
Australia	2,448			
Japan	3,000			
United Kingdom	2,076			
All Other Countries 35,94				
<b>Total 2024 Contributions</b>	\$ 5,043,531			



2024 Contributions by State (3)				
U.S. State	2024 Donations (in \$s)			
Texas	\$ 2,324,295			
South Dakota	1,000,940			
Maine	503,162			
Pennsylvania	270,985			
Oklahoma	113,415			
California	109,507			
Florida	82,100			
South Carolina	60,066			
Illinois	51,275			
Virginia	40,967			
All Other States	435,781			
<b>Total 2024 Contributions</b>	\$ 4,992,493			

#### Notes.

<sup>[1]</sup> Parkinson Voice Project's Fiscal Year starts in July and ends in June.

<sup>[2]</sup> All other countries presented above include 10 countries with <\$2K in contributions as well as \$34K in contributions from undisclosed countries.

<sup>[3]</sup> All other states presented above include 40 states with <\$435K in contributions as well as ~\$3K in contributions from undisclosed states.

# APPENDIX



#### Parkinson Voice Project Non-Profit Ratings





Received a 99% score from Charity Navigator which equates to a Four-Star Charity Rating, meaning PVP exceeds or meets best practices and industry standards across almost all areas



Received the highest seal of transparency,
Platinum, indicating PVP reflects the highest
level of completeness by sharing our
strategic plan, progress and results.



#### The Bartholomew Circle

Securing estate gifts is essential for securing the future of Parkinson Voice Project. Patients and families who have received treatment at Parkinson Voice Project understand the devastation of a speech and swallowing disorder related to Parkinson's. It's difficult to describe these disorders to someone who has never experienced them. Our patients and families also appreciate the services offered by our organization the most.

The "Bartholomew Circle" is a special group of supporters who have included Parkinson Voice Project in their estate plans. This legacy society is named after Bart and Joan Bartholomew, who, in 2008, made a major gift to the organization, enabling Parkinson Voice Project to stop billing Medicare and insurance and begin offering all its therapy services at no charge. To this day, Parkinson Voice Project doesn't charge patients or families for its therapy services. We want every person struggling with speech and swallowing to have access to our program.



Bart and Joan Bartholomew with Parkinson Voice Project's Founder, Samantha Elandary

#### Honoring Our Nation's Heroes

Parkinson Voice Project is honoring our nation's heroes by training every speech-language pathologist who works within the VA Healthcare System for free.

In addition, our SPEAK OUT! Therapy Program has been selected by the Department of Veterans Affairs Central Office as the speech treatment for the "Veterans Rural Health Initiative: A Pilot Study of Enhanced Community Outreach in Rural Areas."

The National Speech Pathology Lead, Nan Musson, oversees 450 speech-language pathologists employed at every VA Medical Center in the country. The study will be conducted at VA hospitals across the nation and aims to provide the best treatment to veterans with Parkinson's and Parkinson's-Plus syndromes in rural locations who otherwise wouldn't have access to care. They will provide iPads to the Veterans, treat these patients using SPEAK OUT!, and publish their findings.



#### **SPEAK OUT! Therapy Resources**



**Mission:** We help people with Parkinson's and related neurological disorders REGAIN and RETAIN their speech and swallowing.

**Collaboration:** We train speech-language pathologists and graduate students worldwide.

Accessibility: We collaborate with university speech clinics across the U.S. to provide the SPEAK OUT! Therapy Program online AND at no cost to eliminate insurance and financial barriers for all Americans.

Online Treatment: We ensure that patients who live in remote areas, are homebound, or don't drive, still have access to speech therapy.

**Research:** We promote evidence-based research to continually monitor and improve our program.

**Fiscal Responsibility:** We are transparent stewards of our donors' investments, ensuring that investments hold an appropriate risk profile and expenditures are focused on patient care

**Vision:** Our goal is to make our SPEAK OUT! Therapy Program accessible worldwide.

#### **Available Resources**



**Online SPEAK OUT! Course** 



**SPEAK OUT! Workbooks** 



**SPEAK OUT! eLibrary Access** 



Parkinson's Sing-Along



Online SPEAK OUT!
Home Practice



"What is Parkinson's?" Video

#### Translation of SPEAK OUT! Therapy Materials

Parkinson Voice Project is replicating its program to help people with Parkinson's worldwide. Part of this effort is translating therapy materials into other languages where a need has been identified. So far, the SPEAK OUT! Workbook is available in 10 languages!

Current SPEA	Current SPEAK OUT! Therapy Material Translations					
English	Speak with intent					
Finnish	Puhu määrätietoisesti					
French	Parlez avec intention					
German	Mit Intention Sprechen					
Greek	Μίλα αποφασιστικά!					
Hebrew	דבר עם כוונה					
Italian	Parla con Intento					
Japanese	Ito o motte hanasu					
Portuguese	Falar com intenção					
Spanish	Habla con intención					

#### **Holiday Challenge**

The Holiday Challenge is a four-month initiative running from September to December, during which Parkinson Voice Project aims to raise funds. Typically, a fundraising goal is set, and a donor commits to providing an additional contribution upon reaching that goal.





#### Historical Statement of Activities - 2024

Consolidated Monthly SoA	Fiscal Year 2024 Actuals																
In \$s	Jul'23	Aug'23	Sep'23	Oct'23	Nov'23	Dec'23	Jan'24	Feb'24	Mar'24	Apr'24	May'24	Jun'24	Q3'23	Q4'23	Q1'24	Q2'24	FY'24
Revenue																	
Contribution Revenue	\$ 132,002	\$ 68,602	\$ 3,060,233	\$ 79,544	\$ 172,511	\$ 586,582	\$ 67,999	\$ 63,984	\$ 48,426	\$ 45,461	\$ 53,451	\$ 575,878	\$ 3,260,836	\$ 838,637	\$ 180,408	\$ 674,790	\$ 4,954,672
Program Revenue	20,640	39,750	25,640	34,050	22,175	5,563	-	100	87,233	160,756	23,652	22,627	86,030	61,788	87,333	207,034	442,184
Investment Income	216,196	(107,999)	(223,636)	(184,822)	565,778	464,214	10,778	313,459	307,029	(339,129)	373,267	85,055	(115,439)	845,169	631,266	119,194	1,480,190
Other Income	-	8,947	11,278	-	2,242	-	-	-	1,920	3,367	10,973	2,813	20,225	2,242	1,920	17,153	41,540
Total Revenue	368,837	9,300	2,873,515	(71,228)	762,705	1,056,359	78,777	377,543	444,607	(129,546)	461,342	686,374	3,251,652	1,747,836	900,927	1,018,171	6,918,585
Expenses																	
Program Expenses	35,904	27,767	19,325	46,710	10,409	17,200	15,772	43,227	27,178	29,280	85,573	295,064	82,997	74,319	86,178	409,917	653,411
Personnel Expenses	110,907	108,173	157,628	109,314	118,291	162,085	119,725	123,886	187,853	120,275	196,136	197,302	376,708	389,690	431,463	513,714	1,711,575
Events & Travel	1,517	3,802	19,158	3,898	19,904	5,841	3,187	1,976	8,748	9,689	10,319	107,935	24,477	29,643	13,911	127,943	195,975
Facility Costs	27,054	21,544	42,256	27,713	19,262	23,131	29,320	26,407	26,518	25,722	33,237	10,481	90,853	70,106	82,245	69,440	312,643
3rd Party Expenses	25,139	40,321	59,455	42,650	45,207	44,480	45,552	43,649	15,319	130,931	54,399	12,698	124,915	132,337	104,520	198,028	559,800
Insurance and Other	2,411	3,254	2,162	2,608	3,423	6,106	2,216	1,539	5,319	7,253	4,045	366,264	7,827	12,138	9,074	377,561	406,601
Depreciation	8,993	8,993	8,993	8,993	8,993	8,932	8,932	8,863	10,913	3,434	8,373	9,424	26,979	26,918	28,709	21,232	103,837
Total Expenses	211,925	213,853	308,977	241,887	225,489	267,775	224,703	249,548	281,849	326,583	392,083	999,168	734,755	735,152	756,100	1,717,834	3,943,841
Net Surplus / (Deficit)	\$ 156,913	\$ (204,554)	\$ 2,564,538	\$ (313,116)	\$ 537,217	\$ 788,583	\$ (145,926)	\$ 127,995	\$ 162,758	\$ (456,129)	\$ 69,259	\$ (312,794)	\$ 2,516,897	\$ 1,012,684	\$ 144,827	\$ (699,664)	\$ 2,974,744

#### Historical Statement of Activities - 2023

Consolidated Monthly SoA	Fiscal Year 2023 Actuals																
In \$s	Jul'22	Aug'22	Sep'22	Oct'22	Nov'22	Dec'22	Jan'23	Feb'23	Mar'23	Apr'23	May'23	Jun'23	Q3'22	Q4'22	Q1'23	Q2'23	FY'23
Revenue																	
Contribution Revenue	\$ 67,524	\$ 1,654,688	\$ 192,604	\$ 101,465	\$ 156,346	\$ 848,895	\$ 55,225	\$ 33,266	\$ 37,011	\$ 74,288	\$ 62,231	\$ 347,840	\$ 1,914,815	\$ 1,106,705	\$ 125,501	\$ 484,359	\$ 3,631,381
Program Revenue	28,250	36,875	23,550	26,010	27,711	19,050	27,300	36,675	82,288	25,150	26,919	35,175	88,675	72,771	146,263	87,244	394,953
Investment Income	233,382	(154,284)	(387,066)	224,967	324,427	(161,205)	366,657	(154,303)	94,793	60,065	(109,634)	308,799	(307,968)	388,190	307,146	259,230	646,599
Other Income	275	-	1,297	-	-	795	-	2,012	-	-	-	369,733	1,572	795	2,012	369,733	374,112
Total Revenue	329,430	1,537,279	(169,615)	352,443	508,484	707,535	449,181	(82,351)	214,091	159,503	(20,484)	1,061,547	1,697,095	1,568,461	580,922	1,200,566	5,047,044
Expenses																	
Program Expenses	21,303	23,323	32,865	58,566	20,090	27,223	23,771	13,112	26,280	12,552	40,980	181,176	77,491	105,879	63,163	234,707	481,240
Personnel Expenses	90,126	88,203	131,306	92,249	94,895	128,667	95,094	102,234	209,398	105,598	101,708	188,345	309,634	315,811	406,726	395,651	1,427,822
Events & Travel	3,114	27,087	2,097	2,064	47,866	8,465	(1,571)	1,616	16,180	3,103	11,756	71,331	32,298	58,395	16,225	86,190	193,108
Facility Costs	22,692	18,273	22,042	21,648	23,480	24,080	27,713	23,812	20,908	20,244	17,898	24,288	63,007	69,209	72,433	62,429	267,078
3rd Party Expenses	5,965	20,019	16,311	18,217	26,771	44,284	19,519	15,051	31,494	23,415	19,473	29,555	42,295	89,272	66,064	72,444	270,075
Insurance and Other	2,762	3,165	2,620	2,373	3,543	6,929	2,527	2,804	4,502	2,261	2,590	24,328	8,548	12,845	9,832	29,178	60,403
Depreciation	10,153	10,153	10,153	10,153	10,153	10,249	9,776	9,776	9,699	9,665	9,315	9,315	30,459	30,555	29,251	28,296	118,561
Total Expenses	156,115	190,223	217,393	205,270	226,798	249,897	176,829	168,405	318,460	176,838	203,720	528,337	563,731	681,965	663,694	908,896	2,818,286
Net Surplus / (Deficit)	\$ 173,315	\$ 1,347,056	\$ (387,008)	\$ 147,173	\$ 281,686	\$ 457,638	\$ 272,352	\$ (250,755)	\$ (104,369)	\$ (17,335)	\$ (224,204)	\$ 533,210	\$ 1,133,364	\$ 886,496	\$ (82,772)	\$ 291,671	\$ 2,228,758