

January - June 2020 Income Statement

| REVENUE  | JAN - JUNE 2019     | JAN - JUNE 2020     |
|--|---------------------|---------------------|
| Total 3rd Party Fundraising Revenue                          | 186,434.63          | 148,494.17          |
| Total Walk Revenue   | 595,868.96          | 418,510.19          |
| Total ALS BC Events  | 57,146.97           | 17,630.00           |
| Total Grants & Corporate Donation                            | 502,370.45          | 512,506.95          |
| Total Other Donation & Revenue                               | 307,126.46          | 276,164.27          |
| <b>Total Revenue</b>   | <b>1,648,947.47</b> | <b>1,373,305.58</b> |
| EXPENSE  | JAN - JUNE 2019     | JAN - JUNE 2020     |
| Patient Services - Quality of Life                           | 552,691.94          | 506,937.63          |
| Research   | -                   | 36,464.29           |
| Volunteer Program  | 33,668.93           | 7,036.36            |
| Outreach & Awareness Program                                 | 76,393.18           | 84,460.18           |
| Administration   | 159,798.95          | 161,467.58          |
| Fundraising (Walks & 3rd Party)                              | 94,683.88           | 51,267.55           |
| Travel Expense   | 20,486.55           | 6,439.77            |
| Chapter Term of Reference                                    | -                   | -                   |
| <b>Total Expense</b>   | <b>937,723.43</b>   | <b>854,073.36</b>   |
| <b>NET INCOME BEFORE NON-CASH REVENUE &amp; AMORTIZATION</b> | <b>711,224.04</b>   | <b>519,232.22</b>   |
| Total Endowment Disbursement                                 | 24,840.00           | -                   |
| Total Cash Including Endowment Disbursement                  | 736,064.04          | 519,232.22          |
| Total Capital Equipment (New Purchase)                       | 99,861.65           | 113,319.00          |
| Actual Expense including Equipment Purchase                  | 1,037,585.08        | 967,392.36          |
| <b>EFFECT ON EQUITY</b>                                      | <b>636,202.39</b>   | <b>405,913.22</b>   |

**New Posting Procedure:** In preparing for the wage subsidy grants, Carol Chiang of KPMG advised deferring BC Gaming revenues, event revenues (such as golf tournaments) and programs (such as camps) received moving forward. It had been the practice of the staff that when funds for the next year's grant were received ahead of the year, the funds were posted as deferred revenue and then posted as revenue in January. With the deferral method, the revenue will be transferred once the expense is incurred for the various programs approved in the grant. The impact moving forward will mean there will be a lower revenue presented in the Income Statements and One Page Strategic Plan reports.

### **New Accounts**

- 2 new revenue accounts were created to reflect the 10% Temporary Wage Subsidy for Employers (TWSE) and the 75% Canada Emergency Wage Subsidy (CEWS).
- Revenue and expense accounts were also created for ALS Centre of Excellence.

### **Overview**

- Net Income excluding non-cash revenue is at \$519,232
- Net Income including non-cash revenue (GIK and amortization) is at \$488,649
- YTD Effect on Equity \$405,913

### **Revenue**

- YTD revenue is down 17% compared to last year.
  - The grant donations are higher by 2% compared to the previous year. Note that the \$55K BC Gaming Community grant is currently recorded as deferred revenue.
  - The Other Donations & Revenue account is down by 10% compared to last year. The Society received two estate donations.
  - The Walk revenue is down by 30% compared to the previous year.
  - The 3rd Party Fundraising revenue is down by 20% compared to the previous year.
  - The ALSBC Events revenue is down by 69% compared to the previous year.

### **Expenses**

- YTD Expenses are lower by 9% compared to last year.
  - Patient Services expense is lower by 8% compared to last year.

- Administration expense is up by 1% compared to last year.
- The Volunteer Program is also lower by 79% compared to last year. A volunteer conference was held in 2019.
- Outreach & Awareness Program expense is higher by 11% compared to last year.
- Fundraising expense is lower by 46% compared to last year.
- Travel Expense is down by 69% compared to last year.

### **Donation Tax Receipts**

- Processed and released 4,456 receipts
- The Society received several requests for duplicate tax receipts between February and March due to donors' filing of income taxes.

### **2019 Audit**

- Pending 2019 T3010 Form
- Funds for 2019 GST Rebate were received in the 2<sup>nd</sup> quarter.
- The 2019 audit was organized. There were no major concerns noted by the auditors.

### **DONOR RELATIONS AND ADMIN**

#### **Donor Communication**

- Thank-you phone calls are consistently done by Wendy (donations for \$1,000 & up) and Rena (\$500 to \$999).
- We sent 2019 annual reports to our major donors through email and mail-out.
- We sent out an email blast to major donors and service clubs regarding our activities during the COVID-19 pandemic.

#### **Grant Applications**

- Service Clubs - The services club revenues are down by 65% due to the COVID-19 pandemic. Some of the clubs re-allocated their grants to other charities that are directly helping COVID-19-related causes. Some service clubs reduced the annual donation to the Society. We are expecting a reduced revenue in 2021 because several clubs have cancelled their fundraising activities this year, and the BC gaming grants support to service clubs will also be reduced.

- a. Two reported clubs closed.
- b. 115 through email and 40 by mail
- YTD Grant Activities –
  - a. As mentioned in the revenue report, our grants are up by 2% because of the wage subsidy support received from the government.
  - b. Of the 9 confirmed camp sponsors, 7 agreed to re-allocate their donations to the equipment loan program.
  - c. Sent out a “Welcome Letter” to 31 new foundations.
  - d. The staff released 248 communication letters (grant application letters, letter of intent and online applications)
  - e. Research for new grantors is on-going.
- Our government grant for summer students was approved. However, instead of the usual three students, we were only approved of two students.
- Prepared accountability report for three grants:
  - a. 2019 BC Gaming Community Grant
  - b. Aqueduct Foundation to receive Year 3 funding of \$100K (expected to receive in July)
  - c. Pacific Blue Cross Foundation in support of equipment loan - \$20K (received in March, 2020)
  - d. Central Okanagan Foundation to receive Year 3 funding of \$5K (expected to receive in May)
- WestJet Vouchers– approved 1 in Richmond but was cancelled due to the COVID-19 pandemic.

**Total Membership for Non-Patients**

- Total membership registration processed for non-patients - 95
- 12 family memberships, 29 individual memberships and 54 life memberships

**YTD Monthly Giving Program**

|                     | Q1 2020 | Q2 2020 | # of cancellation |
|---------------------|---------|---------|-------------------|
| Total Monthly Donor | 96      | 98      | 13                |

New Monthly Donor            19

## Planned Giving

- Wills/estate notice received
  - Received \$113K from 5 estates (four final disbursements and one interim disbursement). Our budget was only \$50K because the 4 wills are residuary, and it will be difficult to determine.
  - Total pending estate donations – 7
    - 5 residuary estates
    - 1 cash estate of \$500
    - Sole beneficiary of an estate (no list of assets and liabilities report yet)
- 2006 to 2019 Review of Bequests
  - Fifty bequests were received from 2006 to 2019.
  - The total revenue of bequest donations between 2006 to 2019 is \$2.3 million.
  - The Society gets 3 to 4 bequests every year, with an average donation amounting to \$165K.
- Canadian Free Will Network (CFWN) - The Society received 4 Individual wills requests and 4 mirrored wills requests.
- Donors that mentioned the Society as a beneficiary on their will. Total - 18
  - 3 life insurance - 1 for \$34K and 1 for \$15K (the third, no document on file)
  - 1 RRSP – no document (with communication to the donor)
  - 4 wills with the following amounts: 1 in the amount of \$100K and 1 in the amount of \$500K (third and fourth gifts are unknown). The Society does not have documents for the first two wills. The Society has the document for the third and fourth wills, but the amounts of gifts are unknown. The third will is pre-2005, and the donor does not wish to be contacted. The fourth is a residuary will.
  - Promotions - Annual advertising on Canadian Donor Guide distributed to various notary public and financial planners (since 2014) and Kamloops Chapter of Canadian Association of Gift Planners Charities Guide. In the latter part of December 2018, the Society paid a one-year subscription to [Charity Wills](#) to be included on their list of charities. The Society is also a member of [Leave a Legacy](#). The Society is also listed in the [Canadian Donor's Guide](#) (book and digital) distributed to financial advisers and notary public offices. We assume

that some of the bequests received by the Society without ALS connection were products of these external promotional efforts.

### **Fundraising Activities**

- There are 16 registered third-party fundraising events. Three were held in the first quarter.
- Email Blast/Ask
  - In coordination with the Support Services Coordinator, we released the following email blasts:
    - Monthly Giving Program – Jan. 4, 2020 (*Result: 9 new monthly donors*)
    - Love Wins Against ALS – Feb. 1 and 14, 2020
    - BMO Marathon – CANCELLED event; raised \$7K in donations

### **Other Activities**

- Application for government wage subsidy
- Recruitment for Patient Services Coordinator and Co-op Summer Students
- Submitted reports required for Annual Report and Spring Newslink
- Online raffle license application
- Attended Webinars: SAGE Bank Reconciliation module, government wage subsidy, virtual fundraising
- Provided admin support to ED-related to COVID-19 activities.