

The Long Island Alzheimers and Dementia Center, Inc.
Balance Sheet Prev Year Comparison
As of December 31, 2020

| | <u>Dec 31, 20</u> | <u>Dec 31, 19</u> | <u>\$ Change</u> | <u>% Change</u> |
|---|----------------------------|----------------------------|---------------------------|----------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 10000 · Bank Accounts | | | | |
| 10100 · TD - Operating Account | 81,360.76 | 230,830.29 | -149,469.53 | -64.75% |
| 10101 · TD-Payroll | 2,396.11 | 1,385.92 | 1,010.19 | 72.89% |
| 10103 · Merrill Lynch -04H35 | 163.18 | 163.18 | 0.00 | 0.0% |
| 10106 · Wells Fargo Investment | 70,242.99 | 5,858.60 | 64,384.39 | 1,098.97% |
| 10110 · TD Money Market | 258,989.22 | 102,653.29 | 156,335.93 | 152.3% |
| 10200 · Petty Cash | 523.93 | 523.93 | 0.00 | 0.0% |
| 10300 · Gift Cards | 25.00 | 25.00 | 0.00 | 0.0% |
| Total 10000 · Bank Accounts | <u>413,701.19</u> | <u>341,440.21</u> | <u>72,260.98</u> | <u>21.16%</u> |
| Total Checking/Savings | 413,701.19 | 341,440.21 | 72,260.98 | 21.16% |
| Accounts Receivable | | | | |
| 11000 · Accounts Receivable | | | | |
| 11100 · Accounts Rec - Programs | 2,954.98 | 55,450.00 | -52,495.02 | -94.67% |
| 11101 · Accounts Rec - Other | 5,155.66 | 33,692.10 | -28,536.44 | -84.7% |
| Total 11000 · Accounts Receivable | <u>8,110.64</u> | <u>89,142.10</u> | <u>-81,031.46</u> | <u>-90.9%</u> |
| Total Accounts Receivable | 8,110.64 | 89,142.10 | -81,031.46 | -90.9% |
| Other Current Assets | | | | |
| 11200 · Accounts Receivable-Other | | | | |
| 11201 · Accounts Receivable - Nassau Co | 56,302.43 | 33,566.70 | 22,735.73 | 67.73% |
| 11205 · Pledge Receivable | 38,539.90 | 47,820.68 | -9,280.78 | -19.41% |
| Total 11200 · Accounts Receivable-Other | <u>94,842.33</u> | <u>81,387.38</u> | <u>13,454.95</u> | <u>16.53%</u> |
| 11210 · Allowance for Bad Debts | -3,567.48 | -4,950.00 | 1,382.52 | 27.93% |
| 13000 · Investments | | | | |
| 13100 · TD Wealth | 618,187.12 | 560,707.93 | 57,479.19 | 10.25% |
| 13110 · TD Wealth TB | 0.00 | 205,178.75 | -205,178.75 | -100.0% |
| 13200 · Fidelity Investments | 343,524.12 | 356,871.53 | -13,347.41 | -3.74% |
| Total 13000 · Investments | <u>961,711.24</u> | <u>1,122,758.21</u> | <u>-161,046.97</u> | <u>-14.34%</u> |
| Total Other Current Assets | <u>1,052,986.09</u> | <u>1,199,195.59</u> | <u>-146,209.50</u> | <u>-12.19%</u> |
| Total Current Assets | <u>1,474,797.92</u> | <u>1,629,777.90</u> | <u>-154,979.98</u> | <u>-9.51%</u> |
| Fixed Assets | | | | |
| 15000 · Fixed Assets - Land,Bldg,Equip | | | | |
| 15010 · Equipment | 50,467.53 | 50,467.53 | 0.00 | 0.0% |
| 15013 · Leasehold Improvements 1025 OCR | 194,475.42 | 194,475.42 | 0.00 | 0.0% |
| 15014 · Furniture & Fixtures | 91,272.50 | 91,272.50 | 0.00 | 0.0% |
| 15017 · Vehicles | 96,165.00 | 96,165.00 | 0.00 | 0.0% |
| Total 15000 · Fixed Assets - Land,Bldg,Equip | <u>432,380.45</u> | <u>432,380.45</u> | <u>0.00</u> | <u>0.0%</u> |
| 16000 · Accumulated Depreciation | | | | |
| 16010 · Equipment - Acc Dep | -44,870.10 | -39,282.08 | -5,588.02 | -14.23% |
| 16014 · Furniture & Fixtures - Acc Dep | -45,192.75 | -32,153.79 | -13,038.96 | -40.55% |
| 16015 · Acc. Dep._Land Improvements | -67,998.73 | -48,551.17 | -19,447.56 | -40.06% |
| 16017 · Acc. Dep. - Vehicles | -50,769.64 | -41,153.08 | -9,616.56 | -23.37% |
| Total 16000 · Accumulated Depreciation | <u>-208,831.22</u> | <u>-161,140.12</u> | <u>-47,691.10</u> | <u>-29.6%</u> |
| Total Fixed Assets | <u>223,549.23</u> | <u>271,240.33</u> | <u>-47,691.10</u> | <u>-17.58%</u> |
| Other Assets | | | | |
| 14000 · Prepaid Expenses | | | | |
| 14100 · Prepaid Insurance | 14,411.07 | 9,954.99 | 4,456.08 | 44.76% |
| 14101 · Prepaid Benefits | 4,927.45 | 4,770.09 | 157.36 | 3.3% |
| 14102 · Prepaid Expenses | 7,696.36 | 5,657.67 | 2,038.69 | 36.03% |
| Total 14000 · Prepaid Expenses | <u>27,034.88</u> | <u>20,382.75</u> | <u>6,652.13</u> | <u>32.64%</u> |
| 18700 · Security Deposits Asset | | | | |
| 18710 · Security Deposits | 38,767.54 | 38,767.54 | 0.00 | 0.0% |
| Total 18700 · Security Deposits Asset | <u>38,767.54</u> | <u>38,767.54</u> | <u>0.00</u> | <u>0.0%</u> |
| Total Other Assets | <u>65,802.42</u> | <u>59,150.29</u> | <u>6,652.13</u> | <u>11.25%</u> |
| TOTAL ASSETS | <u>1,764,149.57</u> | <u>1,960,168.52</u> | <u>-196,018.95</u> | <u>-10.0%</u> |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 20000 · Accounts Payable | 5,036.61 | 12,893.59 | -7,856.98 | -60.94% |
| Total Accounts Payable | <u>5,036.61</u> | <u>12,893.59</u> | <u>-7,856.98</u> | <u>-60.94%</u> |

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|--|----------------------------|----------------------------|---------------------------|----------------------|
| Other Current Liabilities | | | | |
| 20110 · Accrued Expenses | 12,850.65 | 14,843.91 | -1,993.26 | -13.43% |
| 20120 · Accrued Payroll | 12,638.92 | 50,400.47 | -37,761.55 | -74.92% |
| 20130 · Accrued Vacation | 17,674.62 | 16,371.70 | 1,302.92 | 7.96% |
| 20140 · Accrued Sick Time | 942.27 | 0.00 | 942.27 | 100.0% |
| 24000 · Payroll Liabilities | | | | |
| 24100 · FICA Payable | -108.72 | -108.72 | 0.00 | 0.0% |
| 24101 · Federal Income Tax | -106.36 | -106.36 | 0.00 | 0.0% |
| 24102 · NY Income Tax | -37.12 | -37.12 | 0.00 | 0.0% |
| 24104 · 403 (b) | -35.00 | -35.00 | 0.00 | 0.0% |
| 24106 · AFLAC | 56.00 | 112.00 | -56.00 | -50.0% |
| 24110 · PFL Payable | -1,132.36 | -644.93 | -487.43 | -75.58% |
| 24115 · Medical Pre Tax Deduction | -4,936.14 | -3,909.17 | -1,026.97 | -26.27% |
| 24116 · Dental Pre Tax Deduction | 101.80 | 0.00 | 101.80 | 100.0% |
| 24000 · Payroll Liabilities - Other | -0.01 | -0.01 | 0.00 | 0.0% |
| Total 24000 · Payroll Liabilities | <u>-6,197.91</u> | <u>-4,729.31</u> | <u>-1,468.60</u> | <u>-31.05%</u> |
| 26000 · Other Current Liabilities | | | | |
| 26202 · Copier termination advance | 0.00 | 3,600.00 | -3,600.00 | -100.0% |
| 26203 · Deferred-Prepaid Rent | 113,490.80 | 94,396.69 | 19,094.11 | 20.23% |
| 26204 · Deferred Revenue | 2,514.50 | 0.00 | 2,514.50 | 100.0% |
| Total 26000 · Other Current Liabilities | <u>116,005.30</u> | <u>97,996.69</u> | <u>18,008.61</u> | <u>18.38%</u> |
| Total Other Current Liabilities | <u>153,913.85</u> | <u>174,883.46</u> | <u>-20,969.61</u> | <u>-11.99%</u> |
| Total Current Liabilities | <u>158,950.46</u> | <u>187,777.05</u> | <u>-28,826.59</u> | <u>-15.35%</u> |
| Long Term Liabilities | | | | |
| 27200 · Other Liabilities | | | | |
| 27202 · PPP Loan | 208,172.00 | 0.00 | 208,172.00 | 100.0% |
| Total 27200 · Other Liabilities | <u>208,172.00</u> | <u>0.00</u> | <u>208,172.00</u> | <u>100.0%</u> |
| Total Long Term Liabilities | <u>208,172.00</u> | <u>0.00</u> | <u>208,172.00</u> | <u>100.0%</u> |
| Total Liabilities | <u>367,122.46</u> | <u>187,777.05</u> | <u>179,345.41</u> | <u>95.51%</u> |
| Equity | | | | |
| 30000 · Opening Balance Equity | 1,091,769.06 | 1,091,769.06 | 0.00 | 0.0% |
| 32000 · Unrestricted Net Assets | 680,622.41 | 859,285.24 | -178,662.83 | -20.79% |
| Net Income | -375,364.36 | -178,662.83 | -196,701.53 | -110.1% |
| Total Equity | <u>1,397,027.11</u> | <u>1,772,391.47</u> | <u>-375,364.36</u> | <u>-21.18%</u> |
| TOTAL LIABILITIES & EQUITY | <u>1,764,149.57</u> | <u>1,960,168.52</u> | <u>-196,018.95</u> | <u>-10.0%</u> |

The Long Island Alzheimers and Dementia Center, Inc.
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January through December 2020

| | Jan - Dec 20 | Jan - Dec 19 | \$ Change | % Change |
|--|-------------------|-------------------|--------------------|----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 43400 · Direct Public Support | | | | |
| 43410 · Contributions - General | 178,720.69 | 89,388.00 | 89,332.69 | 99.94% |
| 43411 · Contributions - Appeals | 7,133.24 | 2,892.00 | 4,241.24 | 146.65% |
| 43412 · Contributions - Memorial | 47,258.51 | 64,191.09 | -16,932.58 | -26.38% |
| 43413 · Contributions - Honorarium | 4,024.72 | 3,068.74 | 955.98 | 31.15% |
| 43414 · Contributions - Asparro | 3,910.94 | 23,975.49 | -20,064.55 | -83.69% |
| 43415 · Contributions - Support Groups | 0.00 | 1,325.00 | -1,325.00 | -100.0% |
| 43421 · Contributions - Personal Appeal | 61,243.55 | 9,484.50 | 51,759.05 | 545.72% |
| 43422 · Contributions - Holiday Appeal | 210.00 | 7,188.00 | -6,978.00 | -97.08% |
| 43425 · Contributions - Third Party Ev. | 761.70 | 20,265.75 | -19,504.05 | -96.24% |
| Total 43400 · Direct Public Support | 303,263.35 | 221,778.57 | 81,484.78 | 36.74% |
| 43500 · Event Income | | | | |
| 43510 · Women's Luncheon | | | | |
| 43511 · Luncheon Sponsorships | 0.00 | 0.00 | 0.00 | 0.0% |
| 43512 · Luncheon Tickets | 2,141.50 | 0.00 | 2,141.50 | 100.0% |
| 43513 · Luncheon Advertisements | 250.00 | 0.00 | 250.00 | 100.0% |
| 43514 · Luncheon Vendors | 100.00 | 0.00 | 100.00 | 100.0% |
| 43515 · Luncheon Donations | 10,443.00 | 0.00 | 10,443.00 | 100.0% |
| 43516 · Luncheon Raffles | 6,509.30 | 0.00 | 6,509.30 | 100.0% |
| 43510 · Women's Luncheon - Other | 0.00 | 55,288.97 | -55,288.97 | -100.0% |
| Total 43510 · Women's Luncheon | 19,443.80 | 55,288.97 | -35,845.17 | -64.83% |
| 43520 · Golf Event | | | | |
| 43521 · Golf Sponsorships & Foursomes | 110,810.00 | 0.00 | 110,810.00 | 100.0% |
| 43523 · Golf Advertisements | 760.00 | 0.00 | 760.00 | 100.0% |
| 43524 · Golf Auctions | 5,735.95 | 0.00 | 5,735.95 | 100.0% |
| 43525 · Golf Donations | 8,525.00 | 0.00 | 8,525.00 | 100.0% |
| 43526 · Golf Raffles | 1,814.00 | 0.00 | 1,814.00 | 100.0% |
| 43520 · Golf Event - Other | 0.00 | 191,852.00 | -191,852.00 | -100.0% |
| Total 43520 · Golf Event | 127,644.95 | 191,852.00 | -64,207.05 | -33.47% |
| 43530 · Casino Night Event | | | | |
| 43534 · Casino Night Donations | 600.00 | 0.00 | 600.00 | 100.0% |
| 43530 · Casino Night Event - Other | 0.00 | 109,447.55 | -109,447.55 | -100.0% |
| Total 43530 · Casino Night Event | 600.00 | 109,447.55 | -108,847.55 | -99.45% |
| 43540 · L I Real Estate Event | 0.00 | 50,032.16 | -50,032.16 | -100.0% |
| 43550 · Comedy Night | | | | |
| 43551 · Comedy Night Sponsorships | 21,660.00 | 0.00 | 21,660.00 | 100.0% |
| 43552 · Comedy Night Tickets | 6,404.60 | 0.00 | 6,404.60 | 100.0% |
| 43553 · Comedy Night Donations | 8,608.39 | 0.00 | 8,608.39 | 100.0% |
| Total 43550 · Comedy Night | 36,672.99 | 0.00 | 36,672.99 | 100.0% |
| Total 43500 · Event Income | 184,361.74 | 406,620.68 | -222,258.94 | -54.66% |
| 44800 · Indirect Public Support | | | | |
| 44820 · United Way Contributions | 6,772.05 | 11,346.79 | -4,574.74 | -40.32% |
| 44830 · Combined Federal Campaign | 1,131.66 | 1,021.50 | 110.16 | 10.78% |
| Total 44800 · Indirect Public Support | 7,903.71 | 12,368.29 | -4,464.58 | -36.1% |
| 45000 · Investment Income | | | | |
| 45030 · Interest-Savings | 17,239.86 | 26,122.91 | -8,883.05 | -34.01% |
| 45050 · Unrealized Gains/Losses | 56,830.20 | 64,147.87 | -7,317.67 | -11.41% |
| 45060 · Realized Gains/Losses | 0.00 | 32,590.07 | -32,590.07 | -100.0% |
| Total 45000 · Investment Income | 74,070.06 | 122,860.85 | -48,790.79 | -39.71% |
| 46400 · Other Types of Income | | | | |
| 46410 · Brain Fitness Workshops | 1,325.00 | 2,275.00 | -950.00 | -41.76% |
| 46415 · Making Memories/Brain Academy | 340.00 | 905.00 | -565.00 | -62.43% |
| 46420 · Memory Cafe/Whimsical Wednesday | 40.00 | 2,074.00 | -2,034.00 | -98.07% |
| 46430 · Misc Revenue Nassau Respite | 470.00 | 1,575.00 | -1,105.00 | -70.16% |
| 46440 · Music & Memory | 0.00 | 19,125.00 | -19,125.00 | -100.0% |
| 46450 · Continuing Ed-Open House | 3,497.00 | 1,500.00 | 1,997.00 | 133.13% |
| 46460 · Subletted Rental Income | 7,265.00 | 9,725.00 | -2,460.00 | -25.3% |
| Total 46400 · Other Types of Income | 12,937.00 | 37,179.00 | -24,242.00 | -65.2% |
| 47200 · Program Income | | | | |
| 47210 · Program Income | | | | |
| 47212 · Alz Club | 25,215.00 | 142,345.00 | -117,130.00 | -82.29% |
| 47213 · Happy Days | 25,513.50 | 105,235.00 | -79,721.50 | -75.76% |
| 47214 · Memory Lane | 25,487.50 | 111,905.00 | -86,417.50 | -77.22% |
| 47215 · Train Your Brain | 190.00 | 0.00 | 190.00 | 100.0% |
| 47216 · Individual Cognitive Fit | 6,955.00 | 0.00 | 6,955.00 | 100.0% |
| 47217 · Respite Care | 1,900.00 | 2,145.00 | -245.00 | -11.42% |
| 47220 · DSRIP Participation Agreement | 0.00 | 140,550.00 | -140,550.00 | -100.0% |
| 47221 · Weekend Drop Off | 7,865.00 | 24,815.00 | -16,950.00 | -68.31% |
| 47222 · Program Fee Discount | -10,103.50 | -72,114.00 | 62,010.50 | 85.99% |

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|--|---------------------|---------------------|--------------------|----------------|
| Total 47210 · Program Income | 83,022.50 | 454,881.00 | -371,858.50 | -81.75% |
| 47230 · Other Program Revenue | | | | |
| 47231 · Transportation-Client | 6,124.00 | 3.75 | 6,120.25 | 163,206.67% |
| 47232 · Field Trips | 8.00 | 0.00 | 8.00 | 100.0% |
| 47233 · Dementia Trainings | 2,859.46 | 0.00 | 2,859.46 | 100.0% |
| 47230 · Other Program Revenue - Other | 1,210.00 | 1,717.00 | -507.00 | -29.53% |
| Total 47230 · Other Program Revenue | 10,201.46 | 1,720.75 | 8,480.71 | 492.85% |
| Total 47200 · Program Income | 93,223.96 | 456,601.75 | -363,377.79 | -79.58% |
| 48500 · Grants | | | | |
| 48520 · Grant Income | 239,900.00 | 331,249.49 | -91,349.49 | -27.58% |
| 48522 · Nassau Respite Care Grant | 130,245.01 | 125,245.00 | 5,000.01 | 3.99% |
| 48523 · Nassau Adult Day Program Grant | 105,000.00 | 0.00 | 105,000.00 | 100.0% |
| 48530 · FCA-CORRIDOR CAREGIVER'S GRANT | 9,695.83 | 10,515.60 | -819.77 | -7.8% |
| 48555 · LIAF Chorus | 200.00 | 327.25 | -127.25 | -38.89% |
| Total 48500 · Grants | 485,040.84 | 467,337.34 | 17,703.50 | 3.79% |
| 49900 · Uncategorized Income | 0.00 | 7.02 | -7.02 | -100.0% |
| Total Income | 1,160,800.66 | 1,724,753.50 | -563,952.84 | -32.7% |
| Gross Profit | 1,160,800.66 | 1,724,753.50 | -563,952.84 | -32.7% |
| Expense | | | | |
| 50000 · Payroll | | | | |
| 50101 · Salaries- Accrued Vacation | 0.00 | -25,000.00 | 25,000.00 | 100.0% |
| 50105 · Salaries-Administration | 256,850.60 | 282,686.83 | -25,836.23 | -9.14% |
| 50106 · Salaries-Adm/Program | 136,043.55 | 133,033.18 | 3,010.37 | 2.26% |
| 50108 · Salaries-Program | 334,894.02 | 394,525.03 | -59,631.01 | -15.12% |
| 50111 · Salaries-Transportation | 22,608.30 | 88,420.47 | -65,812.17 | -74.43% |
| 50113 · Salaries-Respite | 91,920.44 | 97,862.79 | -5,942.35 | -6.07% |
| Total 50000 · Payroll | 842,316.91 | 971,528.30 | -129,211.39 | -13.3% |
| 51000 · Fringe Benefits | | | | |
| 51100 · Medical Insurance | 46,812.14 | 72,836.61 | -26,024.47 | -35.73% |
| 51101 · Dental Insurance | 5,400.38 | 4,817.10 | 583.28 | 12.11% |
| 51102 · Vision Insurance | 848.11 | 856.44 | -8.33 | -0.97% |
| 51103 · Life Insurance & AD&D | 5,423.94 | 6,043.82 | -619.88 | -10.26% |
| 51105 · Short Term Disability | 1,229.34 | 535.98 | 693.36 | 129.36% |
| 51106 · Workers Compensation Insurance | 8,810.40 | 22,947.59 | -14,137.19 | -61.61% |
| Total 51000 · Fringe Benefits | 68,524.31 | 108,037.54 | -39,513.23 | -36.57% |
| 52000 · Payroll Taxes | | | | |
| 52100 · FICA | 61,252.88 | 73,159.63 | -11,906.75 | -16.28% |
| 52101 · NY Unemployment Insurance | 7,268.89 | 10,423.26 | -3,154.37 | -30.26% |
| 52102 · NY Re-Emp Svc | 1,028.67 | 1,425.17 | -396.50 | -27.82% |
| Total 52000 · Payroll Taxes | 69,550.44 | 85,008.06 | -15,457.62 | -18.18% |
| 53000 · Direct Program Expenses | | | | |
| 53100 · Mileage Reimbrsmnt Outreach/Int | 443.66 | 2,170.41 | -1,726.75 | -79.56% |
| 53101 · Mileage Reimbursement Respite | 2,845.32 | 12,994.22 | -10,148.90 | -78.1% |
| 53102 · Program Presenters | 6,060.00 | 28,745.00 | -22,685.00 | -78.92% |
| 53103 · Program Supplies | 22,970.31 | 2,237.31 | 20,733.00 | 926.69% |
| 53105 · Client - Field Trips | 0.00 | 665.01 | -665.01 | -100.0% |
| 53120 · Memory Cafe/Whimsical Wednesday | 1,726.00 | 3,224.00 | -1,498.00 | -46.46% |
| 53125 · Music & Memory | 79.96 | 450.88 | -370.92 | -82.27% |
| 53130 · Weekend Drop Off | 0.00 | 451.33 | -451.33 | -100.0% |
| 53135 · Continuing Ed Expenses | 918.41 | 1,108.52 | -190.11 | -17.15% |
| 53140 · Making Memories/Brain Academy | 175.00 | 2,821.28 | -2,646.28 | -93.8% |
| 53145 · Support Groups & Caregivers | 0.00 | 66.47 | -66.47 | -100.0% |
| 53155 · Chorus Expenses | 0.00 | 383.20 | -383.20 | -100.0% |
| 53160 · Meals | 8,234.00 | 0.00 | 8,234.00 | 100.0% |
| Total 53000 · Direct Program Expenses | 43,452.66 | 55,317.63 | -11,864.97 | -21.45% |
| 62800 · Occupancy | | | | |
| 62830 · Cleaning Exps/Refuse Removal | 3,671.81 | 42.70 | 3,629.11 | 8,499.09% |
| 62840 · Electricity | 17,072.35 | 21,344.03 | -4,271.68 | -20.01% |
| 62842 · Water Purification System | 660.00 | 910.00 | -250.00 | -27.47% |
| 62845 · Alarm System | 1,715.04 | 1,645.99 | 69.05 | 4.2% |
| 62850 · Repairs & Maintenance | 4,834.50 | 4,760.50 | 74.00 | 1.55% |
| 62890 · Rent | 225,004.23 | 231,378.96 | -6,374.73 | -2.76% |
| Total 62800 · Occupancy | 252,957.93 | 260,082.18 | -7,124.25 | -2.74% |
| 65000 · Office/Operational Expenses | | | | |
| 65010 · Payroll Processing Fees | 4,049.44 | 3,859.15 | 190.29 | 4.93% |
| 65020 · Postage, Mailing Service | 4,569.87 | 6,871.87 | -2,302.00 | -33.5% |
| 65034 · General Printing & Copying | 3,388.72 | 551.70 | 2,837.02 | 514.23% |
| 65040 · Office Supplies | 7,395.43 | 12,985.77 | -5,590.34 | -43.05% |
| 65050 · Telephone, Telecommunications | 6,724.55 | 6,740.92 | -16.37 | -0.24% |
| 65070 · Leases- Copier & Mailer | 8,068.80 | 13,586.70 | -5,517.90 | -40.61% |
| Total 65000 · Office/Operational Expenses | 34,196.81 | 44,596.11 | -10,399.30 | -23.32% |

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Profit & Loss Prev Year Comparison
January through December 2020

| | Jan - Dec 20 | Jan - Dec 19 | \$ Change | % Change |
|---|------------------|-------------------|-------------------|----------------|
| 65100 · Dues and Subscriptions | | | | |
| 65120 · Annual Subscriptions | 2,817.25 | 854.76 | 1,962.49 | 229.6% |
| 65121 · Dues | 1,023.00 | 2,475.00 | -1,452.00 | -58.67% |
| 65122 · Resource Materials | 742.00 | 525.00 | 217.00 | 41.33% |
| Total 65100 · Dues and Subscriptions | 4,582.25 | 3,854.76 | 727.49 | 18.87% |
| 65200 · Printing and Publication | | | | |
| 65210 · Printing | 82.57 | 5,782.26 | -5,699.69 | -98.57% |
| Total 65200 · Printing and Publication | 82.57 | 5,782.26 | -5,699.69 | -98.57% |
| 65300 · Insurance | | | | |
| 65310 · General Liability Insurance | 18,308.42 | 18,631.00 | -322.58 | -1.73% |
| 65311 · Umbrella Policy | 4,930.42 | 5,320.00 | -389.58 | -7.32% |
| 65312 · Directors & Officers Insurance | 6,451.83 | 4,253.00 | 2,198.83 | 51.7% |
| 65313 · Dishonesty and ADD Insurance | 384.00 | 384.00 | 0.00 | 0.0% |
| 65314 · Cyber Insurance | 3,001.25 | 2,324.01 | 677.24 | 29.14% |
| 65315 · Other Insurance | 235.00 | 470.00 | -235.00 | -50.0% |
| Total 65300 · Insurance | 33,310.92 | 31,382.01 | 1,928.91 | 6.15% |
| 65400 · IT Expenses | | | | |
| 65401 · IT -Advanced Vision Technology | 13,571.00 | 12,900.00 | 671.00 | 5.2% |
| 65403 · Email Service | 1,305.00 | 1,620.00 | -315.00 | -19.44% |
| 65404 · Remote Access | 732.11 | 716.98 | 15.13 | 2.11% |
| 65405 · Licenses & Software | 2,229.89 | 3,465.62 | -1,235.73 | -35.66% |
| Total 65400 · IT Expenses | 17,838.00 | 18,702.60 | -864.60 | -4.62% |
| 65500 · Transportation | | | | |
| 65501 · Fuel | 2,922.24 | 9,732.29 | -6,810.05 | -69.97% |
| 65502 · Vehicle Registrations | 279.50 | 279.50 | 0.00 | 0.0% |
| 65503 · Vehicle Expenses | 2,842.81 | 5,211.38 | -2,368.57 | -45.45% |
| 65504 · Client Transportation | 257.50 | 953.00 | -695.50 | -72.98% |
| Total 65500 · Transportation | 6,302.05 | 16,176.17 | -9,874.12 | -61.04% |
| 65600 · Advertising | | | | |
| 65602 · Advertising - Facebook | 12.00 | 100.00 | -88.00 | -88.0% |
| 65603 · Advertising-Recruitment | 560.00 | 0.00 | 560.00 | 100.0% |
| 65604 · Advertising - Other | 697.30 | 6,188.36 | -5,491.06 | -88.73% |
| 65605 · Web Maintenance-Right Now Mktg | 23,900.00 | 23,400.00 | 500.00 | 2.14% |
| Total 65600 · Advertising | 25,169.30 | 29,688.36 | -4,519.06 | -15.22% |
| 65800 · Direct Event Costs | | | | |
| 65030 · Printing & Event Gifts | | | | |
| 65031 · Women's Luncheon | 1,760.63 | 2,475.50 | -714.87 | -28.88% |
| 65032 · Golf | 5,249.30 | 11,587.01 | -6,337.71 | -54.7% |
| 65033 · Fall Event | 147.33 | 2,795.06 | -2,647.73 | -94.73% |
| Total 65030 · Printing & Event Gifts | 7,157.26 | 16,857.57 | -9,700.31 | -57.54% |
| 65801 · Women's Luncheon Venue | 0.00 | 17,087.83 | -17,087.83 | -100.0% |
| 65802 · Golf Venue | 32,230.89 | 35,906.47 | -3,675.58 | -10.24% |
| 65803 · Fall Event Venue | 0.00 | 37,270.30 | -37,270.30 | -100.0% |
| 65814 · Asparro Costs | 0.00 | 1,593.67 | -1,593.67 | -100.0% |
| 65865 · L I Real Estate Costs | 0.00 | 16,461.05 | -16,461.05 | -100.0% |
| 65870 · Comedy Night Expenses | 6,185.00 | 0.00 | 6,185.00 | 100.0% |
| Total 65800 · Direct Event Costs | 45,573.15 | 125,176.89 | -79,603.74 | -63.59% |
| 65900 · Professional Fees | | | | |
| 65901 · Accounting Fees | 13,000.00 | 12,000.00 | 1,000.00 | 8.33% |
| 65903 · Public Relations Fees | 0.00 | 44,310.00 | -44,310.00 | -100.0% |
| 65904 · Recruiting Fees | 900.41 | 0.00 | 900.41 | 100.0% |
| 65905 · Networking Expenses | 1,771.45 | 1,964.12 | -192.67 | -9.81% |
| Total 65900 · Professional Fees | 15,671.86 | 58,274.12 | -42,602.26 | -73.11% |
| 66000 · Financial Charges | | | | |
| 66100 · Credit Card Processing | 8,880.46 | 7,874.19 | 1,006.27 | 12.78% |
| 66101 · Merchant Fees | 6,359.14 | 10,962.27 | -4,603.13 | -41.99% |
| 66103 · Bank Charges | 352.00 | 539.98 | -187.98 | -34.81% |
| Total 66000 · Financial Charges | 15,591.60 | 19,376.44 | -3,784.84 | -19.53% |
| 67000 · Depreciation | | | | |
| 67100 · Dep & Amort Allowable | 47,691.10 | 52,193.20 | -4,502.10 | -8.63% |
| Total 67000 · Depreciation | 47,691.10 | 52,193.20 | -4,502.10 | -8.63% |
| 68300 · Travel and Meetings | | | | |
| 68310 · Conferences | 149.00 | 500.00 | -351.00 | -70.2% |
| 68311 · Meetings | 454.81 | 1,031.03 | -576.22 | -55.89% |
| 68320 · Travel | 0.00 | 75.86 | -75.86 | -100.0% |
| 68325 · Donor Meetings | 0.00 | 706.54 | -706.54 | -100.0% |
| Total 68300 · Travel and Meetings | 603.81 | 2,313.43 | -1,709.62 | -73.9% |
| 68500 · Company Events | 1,292.17 | 2,190.05 | -897.88 | -41.0% |
| 69000 · Miscellaneous | | | | |
| 69001 · Miscellaneous | 2,678.03 | 4,185.28 | -1,507.25 | -36.01% |
| 69000 · Miscellaneous - Other | 0.00 | 0.00 | 0.00 | 0.0% |

The Long Island Alzheimers and Dementia Center, Inc.
Profit & Loss Prev Year Comparison
 January through December 2020

| | <u>Jan - Dec 20</u> | <u>Jan - Dec 19</u> | <u>\$ Change</u> | <u>% Change</u> |
|-----------------------------|---------------------------|---------------------------|---------------------------|-----------------------|
| Total 69000 - Miscellaneous | 2,678.03 | 4,185.28 | -1,507.25 | -36.01% |
| 69500 - Bad Debt Expense | 1,450.96 | 2,434.50 | -983.54 | -40.4% |
| Total Expense | <u>1,528,836.83</u> | <u>1,896,299.89</u> | <u>-367,463.06</u> | <u>-19.38%</u> |
| Net Ordinary Income | <u>-368,036.17</u> | <u>-171,546.39</u> | <u>-196,489.78</u> | <u>-114.54%</u> |
| Other Income/Expense | | | | |
| Other Expense | | | | |
| 80000 - Investment Fees | 7,328.19 | 7,116.44 | 211.75 | 2.98% |
| Total Other Expense | <u>7,328.19</u> | <u>7,116.44</u> | <u>211.75</u> | <u>2.98%</u> |
| Net Other Income | <u>-7,328.19</u> | <u>-7,116.44</u> | <u>-211.75</u> | <u>-2.98%</u> |
| Net Income | <u>-375,364.36</u> | <u>-178,662.83</u> | <u>-196,701.53</u> | <u>-110.1%</u> |

Long Island Alzheimer's and Dementia Center
Profit & Loss YTD Comparison
December 2020 vs. December 2019

| | 2020 | 2019 | Variance | Notes |
|------------------------------------|------------------|------------------|------------------|--|
| Contribution Revenue | | | | |
| Contributions - General | 178,721 | 89,388 | 89,333 | Arlene Richards \$20K, Dan Denihan \$40K stock |
| Contributions - Appeals | 68,587 | 19,565 | 49,022 | COVID-19 Appeal |
| Contributions - Memorial | 47,259 | 64,191 | (16,933) | |
| Contributions - Honorarium | 4,025 | 3,069 | 956 | |
| Contributions - Asparro | 3,911 | 23,975 | (20,065) | |
| Contributions - Support Groups | - | 1,325 | (1,325) | |
| Contributions - Third Party Events | 762 | 20,266 | (19,504) | |
| Total | 303,263 | 221,779 | 81,485 | 37% increase |
| Special Events | | | | |
| Women's Luncheon | 19,444 | 55,289 | (35,845) | Event replaced with virtual event due to COVID-19 |
| Golf Event | 127,645 | 191,852 | (64,207) | Event pushed back and modified due to COVID-19 |
| Casino Night | 600 | 109,448 | (108,848) | Casino Night replaced with Comedy Night |
| LI Real Estate Committee | - | 50,032 | (50,032) | |
| Comedy Night | 36,673 | - | 36,673 | |
| Total | 184,362 | 406,621 | (222,259) | |
| Other Revenue | | | | |
| United Way, CFC Contributions | 7,904 | 12,368 | (4,465) | |
| Brain Fitness Workshops | 1,325 | 2,275 | (950) | |
| Making Memories/Brain Academy | 340 | 905 | (565) | |
| Memory Café | 40 | 2,074 | (2,034) | |
| Revenue Respite Nass Cnt | 470 | 1,575 | (1,105) | Voluntary contributions |
| Revenue Adult Day Nass Cnt | - | - | - | Voluntary contributions |
| Music & Memory | - | 19,125 | (19,125) | Pete Scotese & board donations for 2019 |
| Continuing Ed - Open House | 3,497 | 1,500 | 1,997 | |
| Subletted Rental Income | 7,265 | 9,725 | (2,460) | |
| Total | 20,841 | 49,547 | (28,707) | |
| Core Programs | | | | |
| Program Income | 84,241 | 316,055 | (231,815) | \$285K projected lost revenue due to COVID-19 |
| Transportation Income | 6,124 | 4 | 6,120 | \$24K projected lost revenue due to COVID-19 |
| Counseling Income | - | - | - | |
| Trainings | 2,859 | - | 2,859 | |
| CHS DSRIP Agreement | - | 140,550 | (140,550) | |
| Total | 93,224 | 456,609 | (363,385) | |
| Grants | | | | |
| Grant Income | 239,900 | 331,249 | (91,349) | 2019 includes \$150K from Randi & Clifford Lane Foundation |
| Nassau Respite Care Grant | 130,245 | 125,245 | 5,000 | |
| Nassau County Adult Day Program | 105,000 | - | 105,000 | |
| FCA-Corridor Caregivers | 9,696 | 10,516 | (820) | |
| LI AF Chorus | 200 | 327 | (127) | |
| Total | 485,041 | 467,337 | 17,704 | 4% increase |
| Total Operating Revenue | 1,086,731 | 1,601,893 | (515,162) | 32% decrease |
| Expenses | | | | |
| Payroll | 842,317 | 971,528 | 129,211 | Reduced staff due to COVID-19 |
| Fringe Benefits | 68,524 | 108,038 | 39,513 | Lower percentage employer contribution for benefits |
| Payroll Taxes | 69,550 | 85,008 | 15,458 | |
| Total | 980,392 | 1,164,574 | 184,182 | 16% decrease |
| Direct Program Expenses | 43,453 | 55,318 | 11,865 | Meals; no program expenses since 3/13; purchase of animatronic pets (\$21.2K) |
| Occupancy | 252,958 | 260,082 | 7,124 | |
| Office/Operational Expenses | 34,197 | 44,596 | 10,399 | |
| Dues and Subscriptions | 4,582 | 3,855 | (727) | |
| Printing and publication | 83 | 5,782 | 5,700 | |
| Insurance | 33,311 | 31,382 | (1,929) | |
| IT Expenses | 17,838 | 18,703 | 865 | |
| Transportation | 6,302 | 16,176 | 9,874 | New brakes for van, extra fuel for additional transportation; no transportation since 3/13 |
| Advertising | 25,169 | 29,688 | 4,519 | |
| Professional Fees | 15,672 | 58,274 | 42,602 | No longer using EPOCHS |
| Financial Charges | 15,592 | 19,376 | 3,785 | |
| Travel and Meetings | 604 | 2,313 | 1,710 | |
| Direct Event Costs | 45,573 | 125,177 | 79,604 | Events modified and/or canceled |
| Miscellaneous | 5,421 | 8,810 | 3,389 | Bad debt, CPR Training for all staff |
| Total | 500,754 | 679,533 | 178,779 | |
| Depreciation Expense | 47,691 | 52,193 | 4,502 | |
| Total Operating Expenses | 1,528,837 | 1,896,300 | 367,463 | 19% decrease |
| Net Operating Income (Loss) | (442,106) | (294,407) | (147,699) | 50% increase |
| Other Income/Expenses | | | | |
| Investment Income | 74,070 | 122,861 | (48,791) | \$71.4K loss through March, \$124.2K investment income April - November |
| Other Income | - | - | - | |
| Other Expenses | 7,328 | 7,116 | (212) | |
| Net Other Income/Expenses | 66,742 | 115,744 | (49,003) | |
| Net Income (Loss) | (375,364) | (178,663) | (196,702) | |

Long Island Alzheimer's and Dementia Center
Profit & Loss YTD Actual vs. Budget
As of December 31, 2020

| | Actual | Budget | Variance | Notes |
|------------------------------------|------------------|------------------|------------------|---|
| Contribution Revenue | | | | |
| Contributions - General | 178,721 | 100,000 | 78,721 | Arlene Richards \$20K, Dan Denihan \$20K stock |
| Contributions - Appeals | 68,587 | 20,000 | 48,587 | COVID-19 Appeal |
| Contributions - Memorial | 47,259 | 70,000 | (22,741) | |
| Contributions - Honorarium | 4,025 | 3,500 | 525 | |
| Contributions - Asparro | 3,911 | 8,000 | (4,089) | |
| Contributions - Support Groups | - | 3,000 | (3,000) | |
| Contributions - Third Party Events | 762 | 20,000 | (19,238) | |
| Total | 303,263 | 224,500 | 78,763 | |
| Special Events | | | | |
| Women's Luncheon | 19,444 | 60,000 | (40,556) | Event replaced with virtual event due to COVID-19 |
| Golf Event | 127,645 | 205,000 | (77,355) | Event pushed back and modified due to COVID-19 |
| Casino Night | 600 | 120,000 | (119,400) | |
| LI Real Estate Committee | - | 50,000 | - | |
| Comedy Night | 36,673 | - | 36,673 | |
| Total | 184,362 | 435,000 | (200,638) | |
| Other Revenue | | | | |
| United Way, CFC Contributions | 7,904 | 12,000 | (4,096) | |
| Brain Fitness Workshops | 1,325 | 3,000 | (1,675) | |
| Making Memories/Brain Academy | 340 | 1,000 | (660) | |
| Memory Café | 40 | 3,000 | (2,960) | |
| Revenue Respite Nass Cnt | 470 | 1,850 | (1,380) | Voluntary contributions - budget requirement |
| Revenue Adult Day Nass Cnt | - | 10,000 | (10,000) | Voluntary contributions - budget requirement |
| Music & Memory | - | 25,000 | (25,000) | |
| Continuing Ed - Open House | 3,497 | 1,500 | 1,997 | |
| Subletted Rental Income | 7,265 | 9,725 | (2,460) | |
| Total | 20,841 | 67,075 | (46,234) | |
| Core Programs | | | | |
| Program Income | 84,241 | 361,060 | (276,820) | COVID-19 impact on March - December billing |
| Transportation Income | 6,124 | 28,390 | (22,266) | COVID-19 impact on March - December billing |
| Counseling Income | - | 15,000 | (15,000) | |
| Trainings | 2,859 | - | 2,859 | |
| Total | 93,224 | 404,450 | (311,226) | 77% under budget |
| Grants | | | | |
| Grant Income | 239,900 | 300,000 | (60,100) | |
| Nassau Respite Care Grant | 130,245 | 130,245 | 0 | |
| Nassau County Adult Day Program | 105,000 | 105,000 | - | |
| FCA-Corridor Caregivers | 9,696 | 10,000 | (304) | |
| LIAF Chorus | 200 | - | 200 | |
| Total | 485,041 | 545,245 | (60,204) | |
| Total Operating Revenue | 1,086,731 | 1,676,270 | (589,539) | 35% under budget |
| Expenses | | | | |
| Payroll | 842,317 | 1,054,077 | 211,760 | |
| Fringe Benefits | 68,524 | 102,000 | 33,476 | |
| Payroll Taxes | 69,550 | 91,419 | 21,869 | |
| Total | 980,392 | 1,247,496 | 267,105 | 21% under budget |
| Direct Program Expenses | | | | |
| Occupancy | 43,453 | 80,000 | 36,547 | Meals were slightly more expensive due to serving costs; purchase of pets |
| Office/Operational Expenses | 252,958 | 260,082 | 7,124 | Savings due to adjustment for additional month of free rent |
| Dues and Subscriptions | 34,197 | 40,003 | 5,806 | |
| Printing and publication | 4,582 | 3,040 | (1,542) | |
| Insurance | 83 | 5,000 | 4,917 | |
| IT Expenses | 33,311 | 32,000 | (1,311) | |
| Transportation | 17,838 | 18,703 | 865 | |
| Advertising | 6,302 | 18,000 | 11,698 | New brakes for van |
| Professional Fees | 25,169 | 27,400 | 2,231 | |
| Financial Charges | 15,672 | 14,000 | (1,672) | |
| Travel and Meetings | 15,592 | 19,000 | 3,408 | |
| Direct Event Costs | 604 | 2,613 | 2,010 | |
| Miscellaneous | 45,573 | 110,000 | 64,427 | Bad debt, CPR Training for all staff |
| Total | 5,421 | 8,000 | 2,579 | Events pushed back and modified |
| Total | 500,754 | 637,841 | 137,087 | |
| Depreciation Expense | 47,691 | 52,193 | 4,502 | |
| Total Operating Expenses | 1,528,837 | 1,937,531 | 408,694 | 21% under budget |
| Net Operating Income (Loss) | (442,106) | (261,261) | (180,846) | 69% under budget |
| Other Income/Expenses | | | | |
| Investment Income | 74,070 | - | 74,070 | |
| Other Expenses | 7,328 | - | (7,328) | |
| Net Other Income/Expenses | 66,742 | - | 66,742 | |
| Net Income (Loss) | (375,364) | (261,261) | (114,104) | 44% under budget |

Long Island Alzheimer's and Dementia Center
Statement of Cash Flows (YTD)
As of December 31, 2020

| | | |
|--|----------------|-------------------------|
| Net Income (Loss) | | (375,364) |
| Adjustments to Net Income: | | |
| Cash From Operating Activities | 78,406 | |
| Cash From Investing Activities | (59,673) | |
| Cash From Financing Activities | 208,172 | |
| Total Adjustments to Net Income | <u>226,905</u> | |
| Net Increase (Decrease) in Cash for Period | | <u><u>(148,459)</u></u> |
| | | |
| Cash* at Beginning of Period | | 341,440 |
| Less: Investments Included in Cash Amount | | <u>(108,675)</u> |
| True Cash Balance at Beginning of Period | | 232,765 |
| | | |
| True Cash Balance at Beginning of Period | | 232,765 |
| Net Increase (Decrease) in Cash for Period | | <u>(148,459)</u> |
| True Cash Balance at End of Period | | <u><u>84,306</u></u> |

*Cash represents the Total Checking/Savings balance on the Balance Sheet