

CHILD ABUSE NETWORK, INC.

Board Orientation, Financial Overview

FY 2018

FY 2018 OPERATING BUDGET

July 1, 2017 – June 30, 2018

Income

General Contributions	\$544,500
Grants - Government	\$636,000
Interest Income	\$5,500
Special Events	\$290,000
Total Income	\$1,476,000

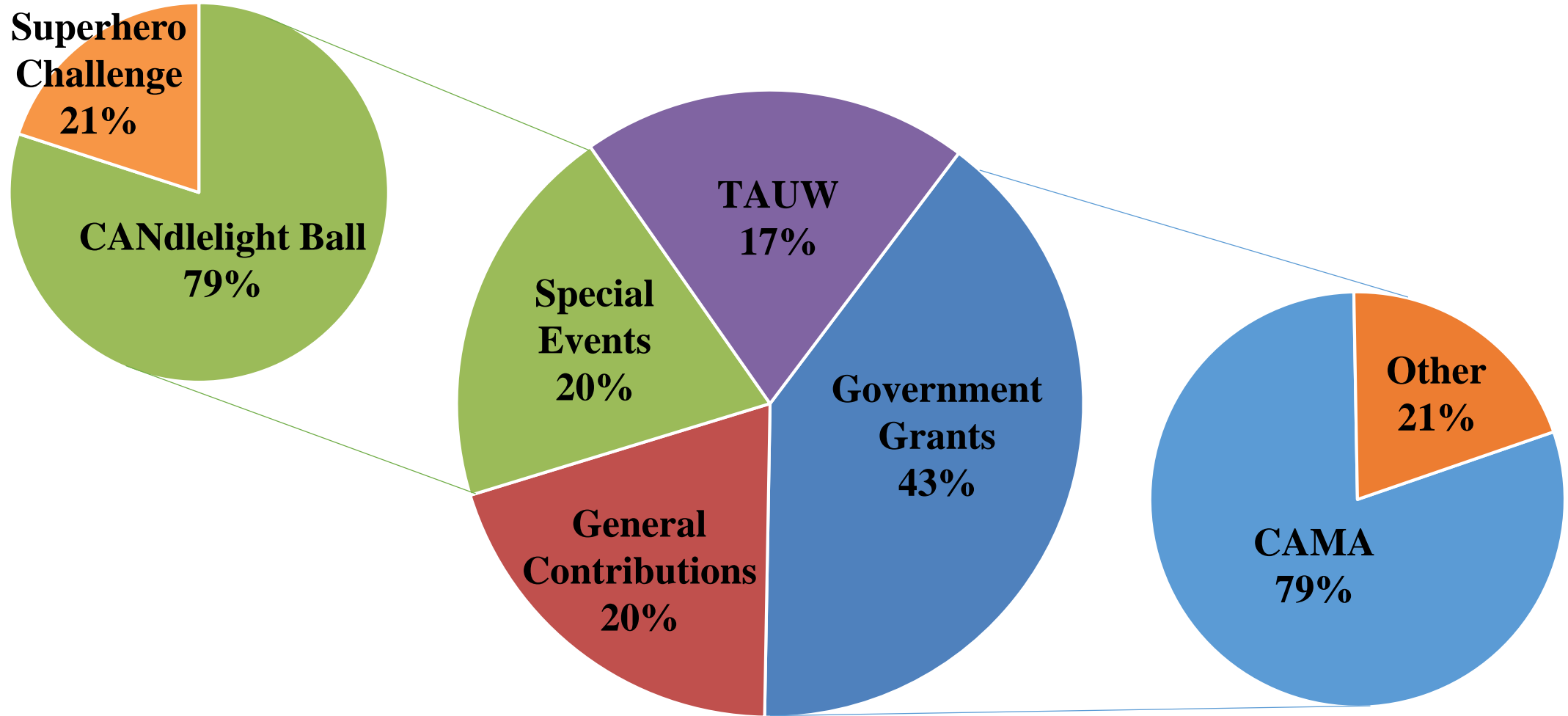


Expense

Conferences, Conventions, Mtgs	\$5,000
Contract Services	\$179,200
Information Technology	\$14,300
Insurance	\$3,200
Occupancy	\$101,000
Office Expense	\$40,000
Other Expenses	\$5,500
Personnel	\$1,034,800
Special Events	\$85,000
Travel	\$8,000
Total Expense	\$1,476,000



FY 2018 OPERATING BUDGET Income Overview



FY 2018 OPERATING BUDGET

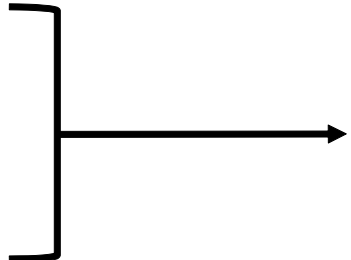
Who funds us? (Besides TAUW and Government Grants)

	<u>Individuals</u>	<u>Corporations</u>	<u>Foundations</u>	<u>Other</u>
Special Events	36%	44%	20%	0%
General Contributions	19%	6%	63%	12%

FY 2018 OPERATING BUDGET

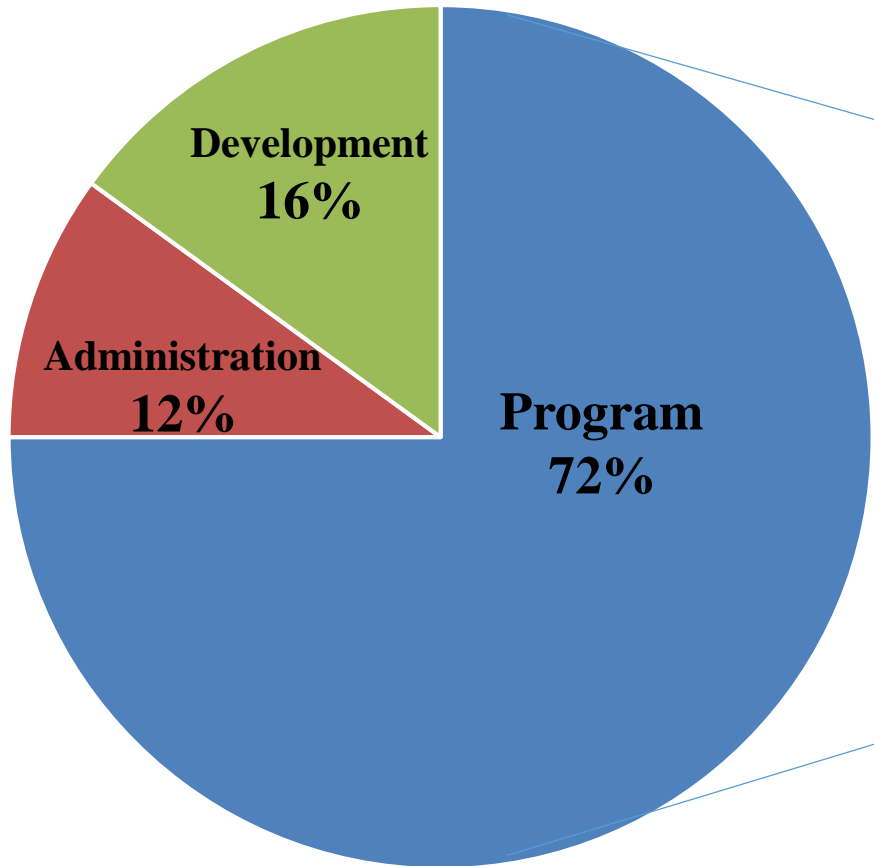
How do we ask them?

			Budget	
			%	\$
Grants				
TAUW, Gov't Grants, Foundations			69%	\$1,015,000
Special Events			20%	\$290,000
	CANdlelight Ball	79%		\$ 230,000
	Superhero Challenge	21%		\$ 60,000
Mailings (Indiv. & Corp.)	Board Giving	72%		\$ 123,000
Int. Income & Un-solicited Donations		28%		\$ 48,000
			11%	\$171,000



FY 2018 OPERATING BUDGET

Expenses by Cost Centers Classifications

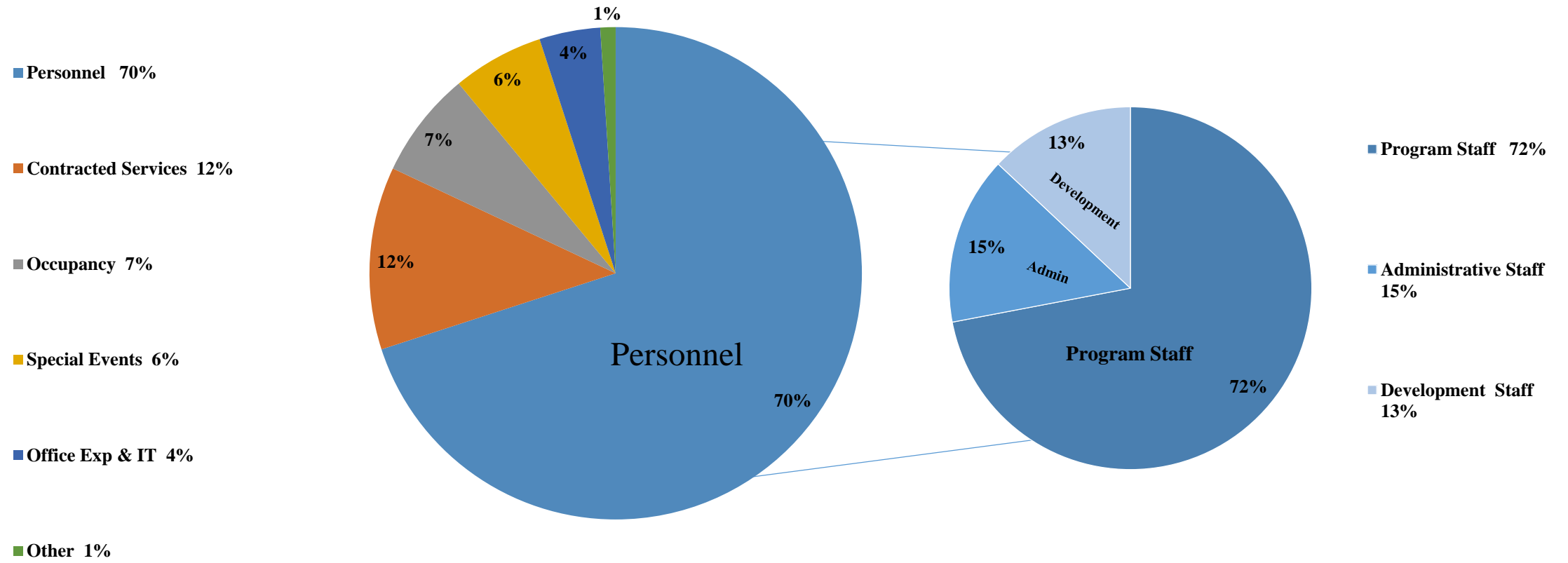


Program Components

Multidisciplinary Team (MDT)	28%
Forensic Interviewing/ Mental Health	21%
Medical Evaluations	9%
Community Awareness	11%
Volunteer Program	3%

FY 2018 OPERATING BUDGET

Expense Overview by Expense Category



MONTHLY FINANCIALS

Overview

Consent Agenda

- Balance Sheet
- Income Statement and Variance Explanation
- Forecast – Income Statement
- Statement of Cash Flows

Dashboard Report

- Cash Position Highlights
- Pledge Highlights
- CTP (Children's Turning Point Campaign Expenses)
- Special Events Income/Expense Overview

MONTHLY FINANCIALS

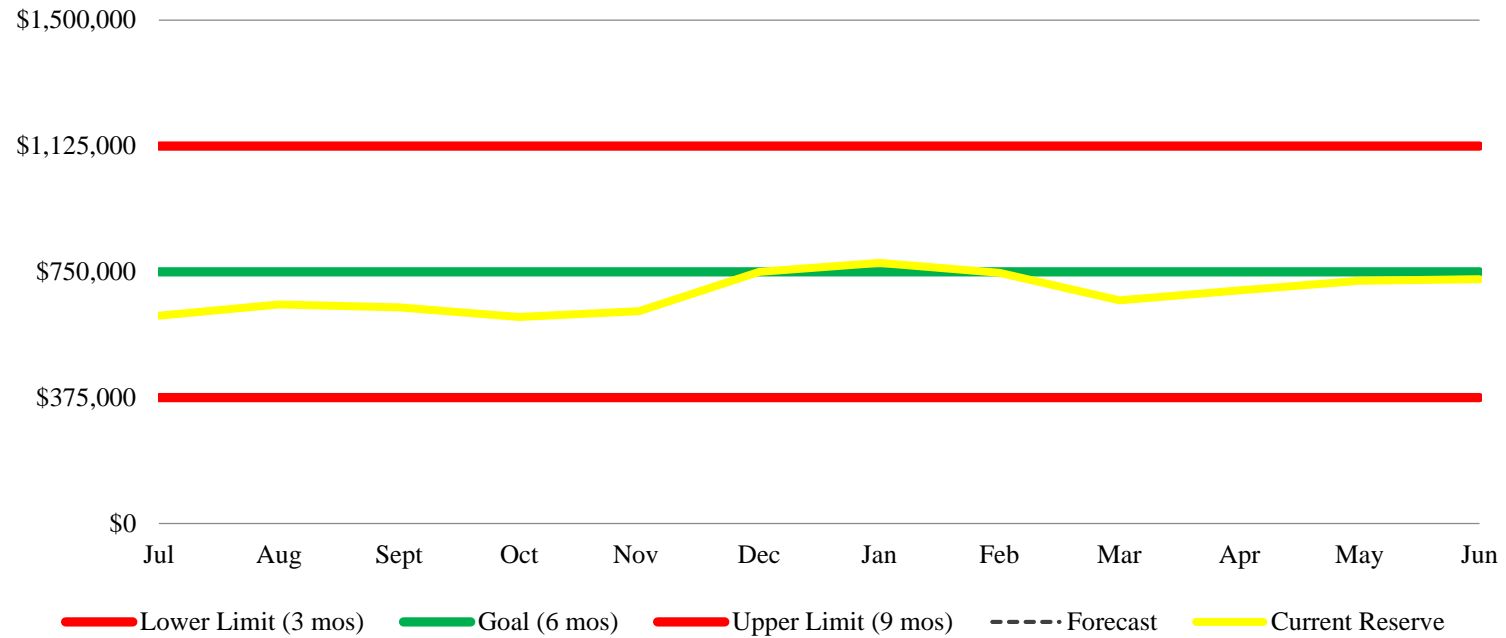
Dashboard – Cash Position Highlights

	<u>Jun-17</u>	<u>May-17</u>	<u>Change</u>
Operating Cash	\$ 1,423,419	\$ 1,448,579	\$ (25,160)
Current Operating Reserve (goal=\$750,000)	\$ 728,017	\$ 723,793	\$ 4,224
CTP Capital Campaign	<u>\$ 1,354,802</u>	<u>\$ 1,554,097</u>	<u>\$(199,295)</u>
<i>Total Cash Position</i>	\$ 2,778,221	\$ 3,002,676	\$(224,455)

MONTHLY FINANCIALS

Dashboard – Cash Position Highlights

Operating Reserve Status



MONTHLY FINANCIALS

Dashboard – Pledge Highlights

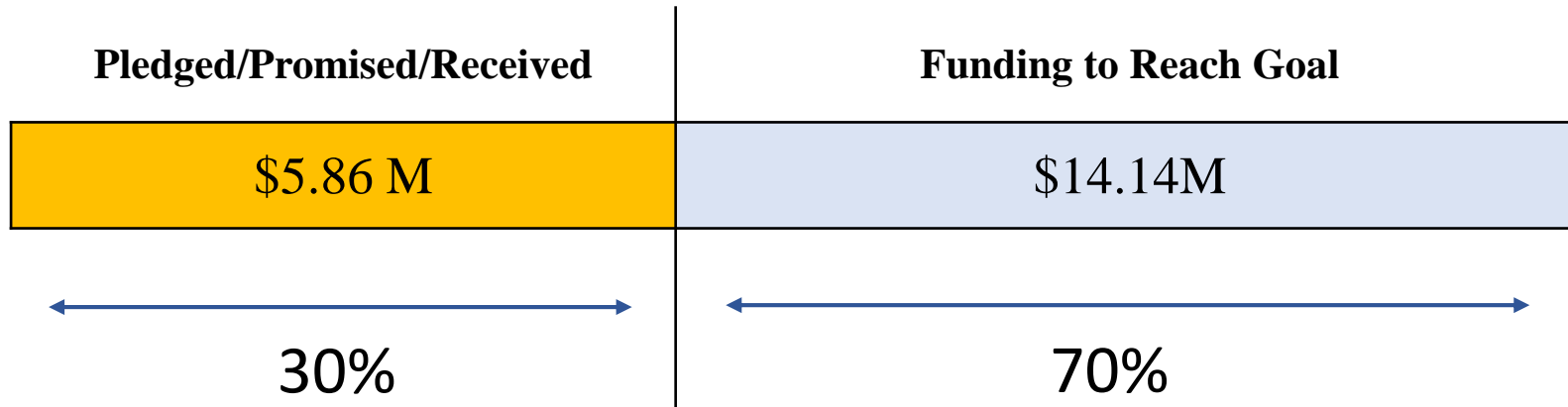
PLEDGE HIGHLIGHTS	FY '17 Board Annual Giving as of 6/30/17	Budget Board Annual Giving	Board CTP Campaign II (2013-Ongoing)	Outside Donors CTP Campaign
Initial Pledge	\$ 11,220		\$ 76,937	\$ 3,350,000
Other Contributions – collected without Pledges	\$ 5,500		\$ 10,337	\$ 60,000
Total Funds Pledged/Contributed	\$ 16,720	\$ 16,000	\$ 87,274	\$ 3,410,000
Collected (from pledges)	\$ 9,720		\$ 63,633	\$ 1,220,000
Written-off	<u>\$ -</u>		<u>\$ (4,304)</u>	<u>\$ -</u>
Remaining Pledge Receivables	\$ 1,500		\$ 9,000	\$ 2,130,000

MONTHLY FINANCIALS

Children's Turning Point Campaign Status

CHILDREN'S TURNING POINT CAPITAL CAMPAIGN

\$20M Goal



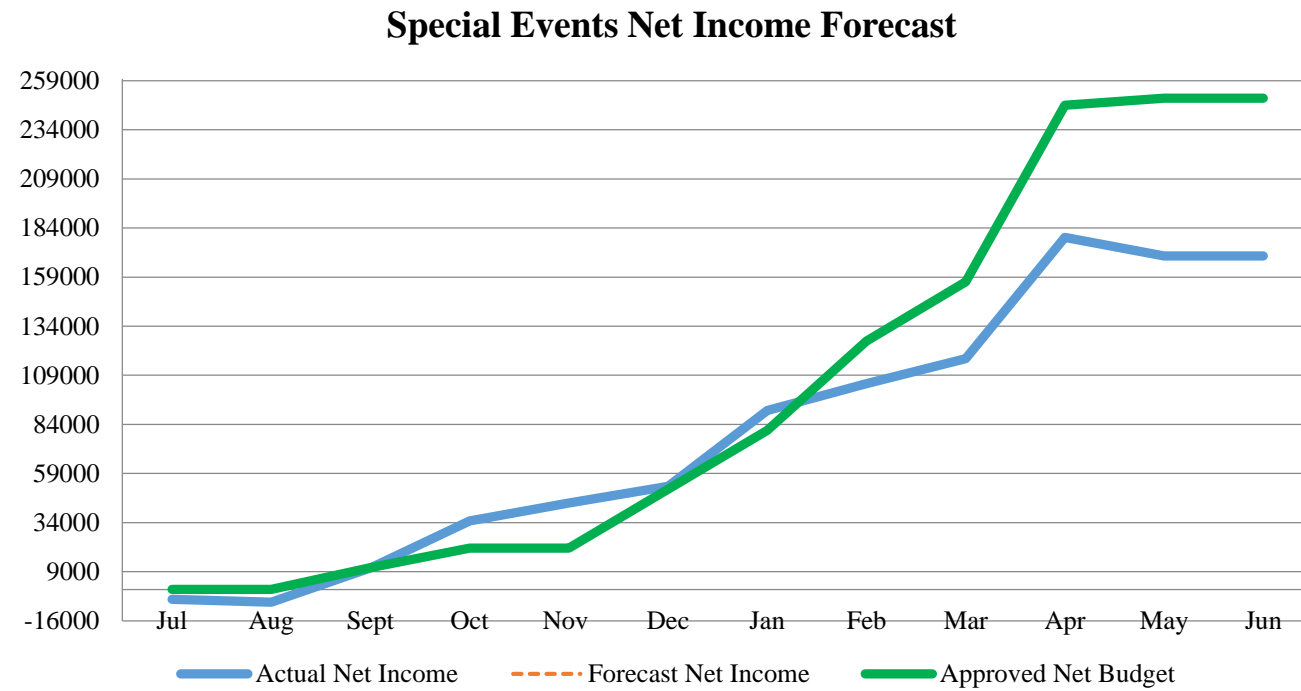
MONTHLY FINANCIALS

Status of Special Events

SPECIAL EVENTS	FY 2017 June-YTD	FY 2016 June-YTD	FY 2017 Budget-YTD	Variance from Prior Year
Superhero Challenge				
Income	\$ 62,665	\$ 74,215	\$ 60,000	\$ (11,550)
Expenses	\$ 20,534	\$ 18,595	\$ 23,000	\$ 1,940
Net Superhero Income(Loss)	\$ 42,131	\$ 55,620	\$ 37,000	\$ (13,490)
CANdlelight Ball				
Income	\$ 190,750	\$ 256,625	\$ 250,000	\$ (65,875)
Expenses	\$ 61,822	\$ 72,456	\$ 71,000	\$ (10,634)
Net CANdlelight Income(Loss)	\$ 128,928	\$ 184,169	\$ 179,000	\$ (55,241)
Total Special Events Income	\$ 253,415	\$ 330,840	\$ 310,000	\$ (77,425)
Total Special Events Expenses	\$ 82,357	\$ 91,051	\$ 94,000	\$ (8,694)
Net Special Events Income(Loss)	\$ 171,058	\$ 239,789	\$ 216,000	\$ (68,731)

MONTHLY FINANCIALS

Special Events Net Income Forecast



Items covered by Donor Relations Committee

1. Donor Relations Structure

- Attain
- Retain
- Increase Donations

} All require different strategies

2. Special Events

- 2 two events – question as to why both in April
- Planning process is 12-months of the year

3. Asks

- Strategy as to spacing
- Blackout period

4. In-kind is an opportunity.

Recommendations for PowerPoint

- Add/stress that there is no fee for service