

Mission: We work from the heart to unite caring people to tackle our community's toughest challenges.

AGENDA

| TIME | TOPIC | WHO | DESIRED OUTCOME |
|--------|---|--|--|
| 7:30am | Opening Remarks <ul style="list-style-type: none"> • Call to Order/Welcome • Approval of Minutes from April 20, 2016 | Jamey McCormick Board Chair | ACTIONS: Approval of Minutes |
| 7:35am | Finance Update <ul style="list-style-type: none"> • Audit Report - RSM US LLP <ul style="list-style-type: none"> ○ Lisa Wilson ○ Lauren Anderson ○ Liane Willams | Elizabeth Bailey Treasurer Pete Grignon CFO | Information/Discussion |
| 7:55am | President's Report | Dona Ponepinto President | Information/Discussion |
| 8:05am | Campaign Update <ul style="list-style-type: none"> • Gap Strategies • Social Investor Update | Dona Ponepinto | Information/Discussion |
| 8:30am | Community Impact <ul style="list-style-type: none"> • Timelines • Strategies | Lindsay Tracy VP Community Impact/Engagement | Information/Discussion |
| 8:40am | Governance Update <ul style="list-style-type: none"> • Approval of 2016 – 17 Executive Slate <ul style="list-style-type: none"> ○ Linda Nguyen – Chair (2 year term) ○ Kent Roberts - Vice Chair (1yr term) ○ Elizabeth Bailey – Treasurer ○ Matt Levi – Secretary ○ Jamey McCormick – Past Chair ○ Patty Rose ○ Bill Berry ○ Kristen Sawin • Approval Board member - Nicole Sherman | Linda Nguyen Vice-chair | Information/Discussion /Action |
| 8:50am | Executive Session | Jamey McCormick | |
| 9:00am | Adjournment <ul style="list-style-type: none"> • Next meeting: June 15th | Jamey McCormick | |

**United Way of Pierce County
Executive Committee**

April 20, 2016
7:30 – 9:00 am

United Way of Pierce County
1501 Pacific Avenue, 4th Floor

**Jamey McCormick, Presiding
MINUTES**

Executive Committee Members

Jamey McCormick ~~Matt Levi~~ ~~Kent Roberts~~ Jo Anne Coy
~~Linda Nguyen~~ Elizabeth Bailey Rick Meeder Patty Rose
UWPC Staff: Dona Ponepinto, Pete Grignon, Lindsay Tracy, Heidi Hansen

Call to Order/Welcome

Jamey called the meeting to order at 7:30am

Approve Minutes from March 16, 2016

M/S/C

A motion was made to appoint Elizabeth Bailey interim Treasurer until her term in that role begins at the Annual Meeting in May. **M/S/C**

Finance

Pete and Elizabeth gave the financial update.

- 2015-16 latest projections are \$614,000 short of our budget goal. Staff, board and campaign cabinet are working to reduce this number by executing on the gap strategies. \$275,000 to \$300,000 of the projected shortfall is unrestricted dollars.
- CFC Campaign: Final results show a decrease of \$251,000. This is a 100% designated campaign. UWPC receives just \$1,800 of the \$568,000 raised.
- Community Impact Grant Budget Goal: Best opportunity for raising resources to support our three main products: 2-1-1; Hunger Free Pierce County and Center for Strong Families. We received a Norcliffe Foundation grant in March for \$40,000 for Hunger. We have received \$67,500 so far and have applied for \$1M.
- Collections on pledges in the door on the 2015-16 campaign are 35.47% down from the prior years but within the normal range of 0-3% of the prior two years.
- Employee Community Fund of Boeing South Puget Sound fell \$49,000 short of their projected pledge for the prior year campaign 2014-15. We may need to ask for an additional write-off if we don't meet our allowance of \$233,000 for that campaign.
- Departmental expenditures under by \$67,500; Line items over by \$5,000 – None

On The Radar For 2016

Building Reserves: Goal is to make the final grant payment of \$102,100 to the Boys and Girls Clubs in the fall of 2016 for their Hope Centers. Reserves are thin at \$164,000 through March. Good news is we are back at 100% occupancy with the opening of the Daycare.

Community Campaign – 2015-16: We are updating projections weekly. Resource Development team, board, campaign cabinet and others are working tirelessly on executing closing the gap strategies.

Unrestricted Reserves: Not all of the current projected campaign budget shortfall of \$614,000 is from unrestricted dollars; only \$275,000 to \$300,000 is anticipated to be unrestricted. Along with Board approved reserve spending of \$270,000, we anticipate a decrease to our minimum three month target of \$725,000 by year-end. However, this is a very early projection and we will update quarterly.

President's Report

- We have two strong finalist for the RD VP position to be interview tomorrow. They are scheduled to meet with the RD staff and senior management (with Jamey). Frank Hagel has been very helpful. We hope to have an offer out by the end of the month. For the Major Gift position, we have some resumes, one standing out. We may open it back up to get a better diverse group. It may be better to wait until we have the VP hired.
- Boeing Centennial will be held on May 22nd, all local United Way's are putting in \$1,000 sponsorship and asking other non-profit that have benefited from Boeing to donate also. There will be a reception followed by a celebrity softball game.
- The Community Celebration to May 3rd. We are asking board members and staff to fill tables of 10. We are hoping to get 400 people this year.
- Will be meeting with Kathi Littman, The Greater Tacoma Community Foundation next week to talk about a strategy to approach people that have donor advisory funds at the foundation. Kathi has offered to bring us together with this group.

Campaign Updates

Dona reviewed the 2015 Top 10 Campaign Strategies for Filling the Gap. We on on track for most, but still not meeting our goals for increasing major gifts and we are still working on the spider map to include Board and Cabinet members.

Dona will be giving an ALICE presenting to the Executive Council for a Greater Tacoma tomorrow. This group is comprised of influential business people.

Several ADT regular donors have not given yet, Dona is following up with these people. George Weyerhaeuser has not given, Dona is going to try to meet with him. There are several potential ADT prospect, Doan is working with Linda Kaye.

We have one United Way Life almost done, it is in the paperwork stage and should be done in a month. We are offer a match as an incentive.

Dona has met with 49 CEO since last July, this is ongoing. We need to get better at meeting prior to the campaigns.

Patty Rose has been helping us get in to labor unions. Robyn (RDO) has had contacted with the nurse's union, which is very large. MultiCare has 10,000 employee, with only 5% giving. We want to work with the grocery store workers also, Patty will give Dona a connection, Dennise Jagielo. Dona is speaking to the Labor Council on May 4th.

Dona met with a new Senior VP at Bank of America, who came from Arizona and was an ADT and board member. He may be interested in being on the board.

Work need to be done with the approximate 700 lapse donors. David Pearson, TrueBlue, has offered to have their call center make some calls, for this and thank yous. They can do thousands of calls. They would have a script and be able to take information to have staff follow up if need. This id worth looking into.

Social Investor Project

This is still a new idea, staff is meeting today to work on the plan. 2-1-1 is the initial plan, but other project may be better suited for some.

- Investment Strategy to fund 211 over 5 years
- Raise \$2.5M over 5 years
- Solicit core group of loyal high end donors/companies/foundations
- Test concept with target group
- Create prospectus based on input
- Roll out May 2016

Community Impact

Lindsay gave an update on the work the Committed has been doing. The first agency meeting was yesterday, with another one tomorrow. They reviewed the new guidelines for the investment process. The response was a very good response. They were very happy to be able to review all documents to better understand to process. There will be accountability and measureable metrics. We want to fund results, specific strategies, not program.

Governance Update

Board recruitment update

- Dianna Kielian – need to vote on
 - Nicole Sherman – Dona still need to meet with
- After discussion a motion was made to move Dianna Kielian forward and wait on Nicole until she has meet with Dona. **M/S/C**

Bylaw Change – Vice-Chair

Currently the Bylaws state that the Vice-Chair chairs the Governance Committee. The recommended changes (below) would allow the Vice-Chair to designate another member to chair the meetings. Matt Levi has agreed to chair the Governance Committee, along with his duties as Secretary. After discussion, there was a motion and second to forward to the Board for approval. **M/S/C**

ARTICLE VI

Officers

Section 4 – Vice-Chair of the Board

The Vice-Chair of the Board shall fill in for the Chair of the Board in his/her absence. ~~He or she shall~~ The Vice-Chair shall chair the Board Governance Committee **(or select a designee, with the approval of the Board Chair)**, which shall clarify each Bylaws committee's principles of operation as identified by the Board of Directors.

ARTICLE VII

Committees

Section 2 – The Governance Committee (Standing Committee)

There shall be a Governance Committee chaired by the Vice-Chair, **or designee that is selected by the Vice-Chair and approved by the Board chair** and consisting of not less than four Board members. The Governance Chair shall appoint additional members of the committee. Only Board Members shall be eligible to serve on this committee.

Adjourn – Jamey adjourned the meeting.

United Way of Pierce County

AUDITOR'S PRESENTATION

December 31, 2015

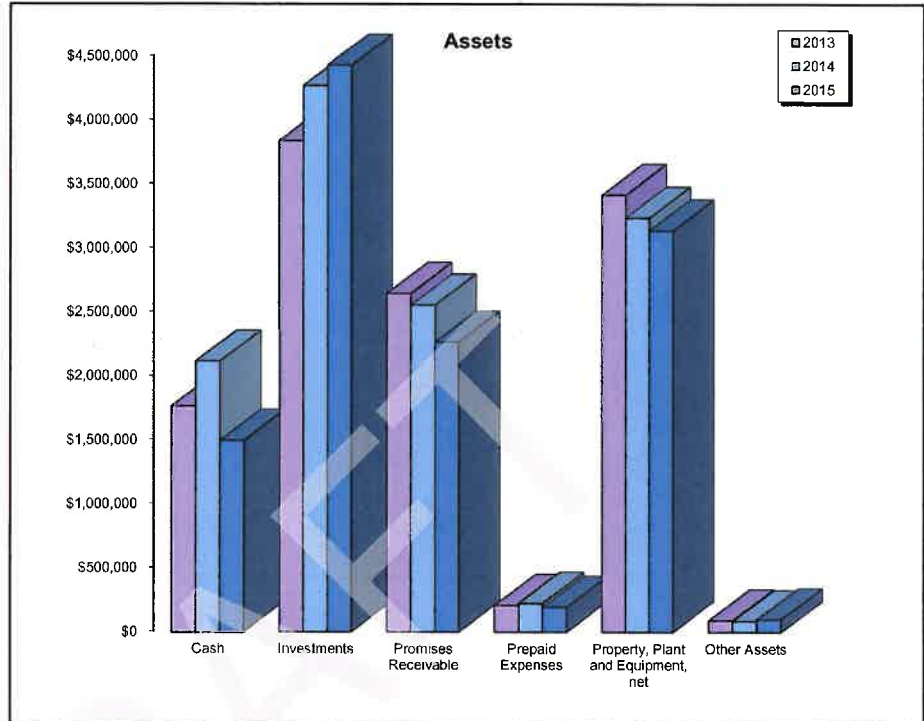
Financial Overview

Presented by:
Lisa Wilson, Liane Williams and Lauren Anderson

As of the end of April 2016 United Way of Pierce County completed its audit of the 2015 financial statements. We are pleased to report that United Way of Pierce County received an unmodified, "clean" opinion. Simply, this means United Way's financial statements are fairly presented in all material respects.

The remainder of this publication is dedicated to providing you with the results of the audit. We hope you find this information useful and understandable.

Finally, we wish to express our appreciation to Pete, Christie, Dan, Mary and others of the United Way staff who were so helpful to us during the audit process.



SUMMARY OF SIGNIFICANT CHANGES

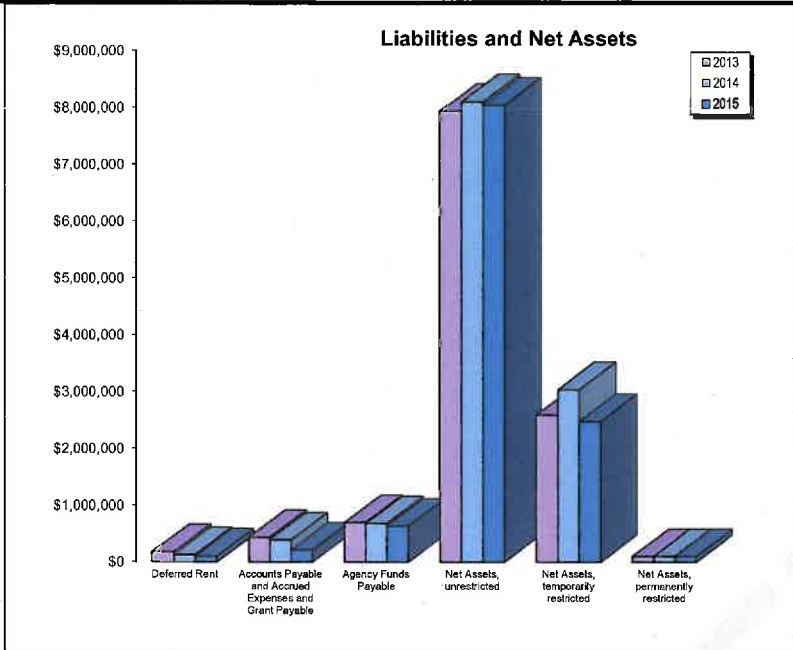
- Cash decreased in 2015 by approximately \$618,000 due to the overall decrease in pledges, general operations, the purchase of additional fixed assets and the purchase of additional investments.
- Total investments increased by \$158,000 in 2015, from additional purchases of bonds and investment securities.
- Total promises receivable decreased by \$289,000 in 2015, which is a result of overall decrease in the current year campaign.
- Property, plant and equipment, net activity was a net decrease of \$99,000, which was driven mostly by annual depreciation of approximately \$220,000, less current year additions of approximately \$125,000.

INSIDE THIS ISSUE

1. ASSETS
2. LIABILITIES AND NET ASSETS
REVENUES
3. EXPENSES BY CATEGORY
FUNCTIONAL EXPENSES
4. CASH FLOWS
OTHER INFORMATION

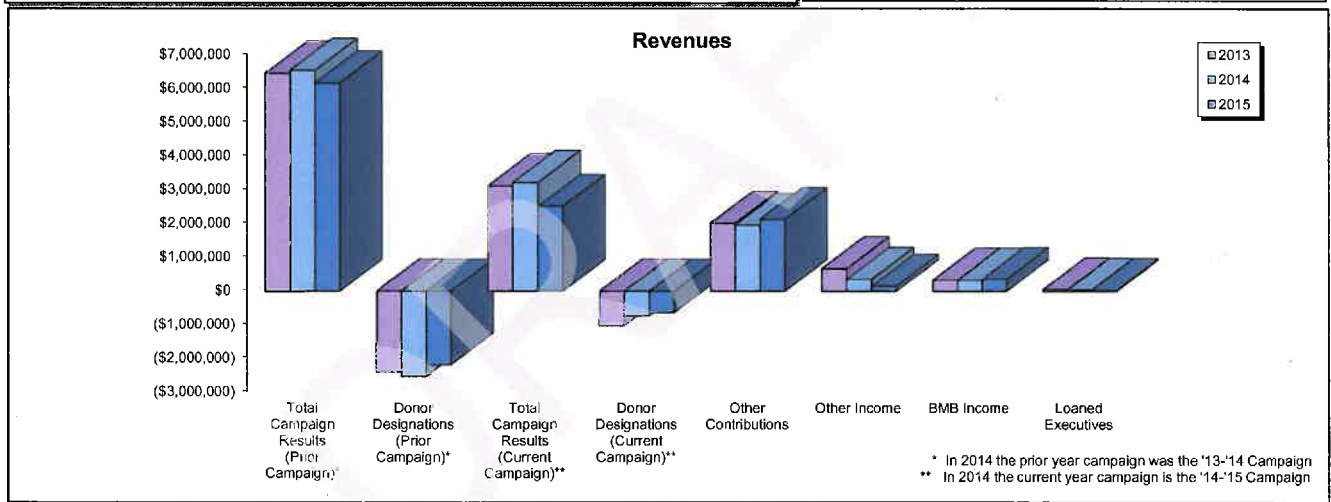


UNITED WAY OF PIERCE COUNTY FINANCIAL STATEMENT PRESENTATION



SUMMARY OF SIGNIFICANT CHANGES

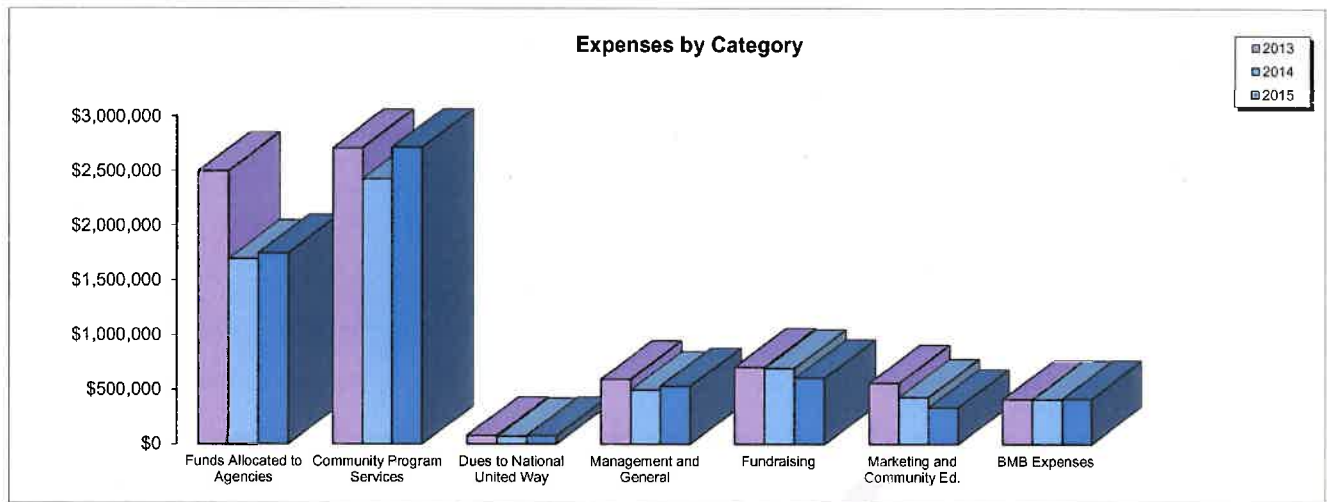
- Accounts payable and accrued expenses and grant payable decreased by approximately \$178,000 which was largely due to the timing of payments.
- Agency funds payable decreased by \$45,000. This fluctuation is attributable to certain donor designated gifts received as part of the current campaign that were requested to be paid out prior to the end of 2015.
- Temporarily restricted net assets decreased in 2015 by approximately \$557,000. This fluctuation was a result of a decrease in grant income and a decrease in campaign revenue.
- Unrestricted net assets also decreased to a lesser degree, and there were no changes in permanently restricted net assets.



- '14-'15 campaign results are down more than \$371,000 when compared to the prior campaign ('13-'14) and '15-'16 campaign revenue thus far are down approximately \$707,000 over '14-'15 campaign during the same period. The decrease is largely attributable to a decrease in giving.
- Donor designations for the '14-'15 campaign decreased by approximately \$350,000, which is consistent with the decline in that year's campaign revenue. Donor designations for the '15-'16 campaign decreased approximately \$94,000, which is mostly attributable to the decrease in campaign revenue thus far.
- The other significant change can be seen in the \$205,000 decrease in other income resulting from a one-time bequest received in 2014.

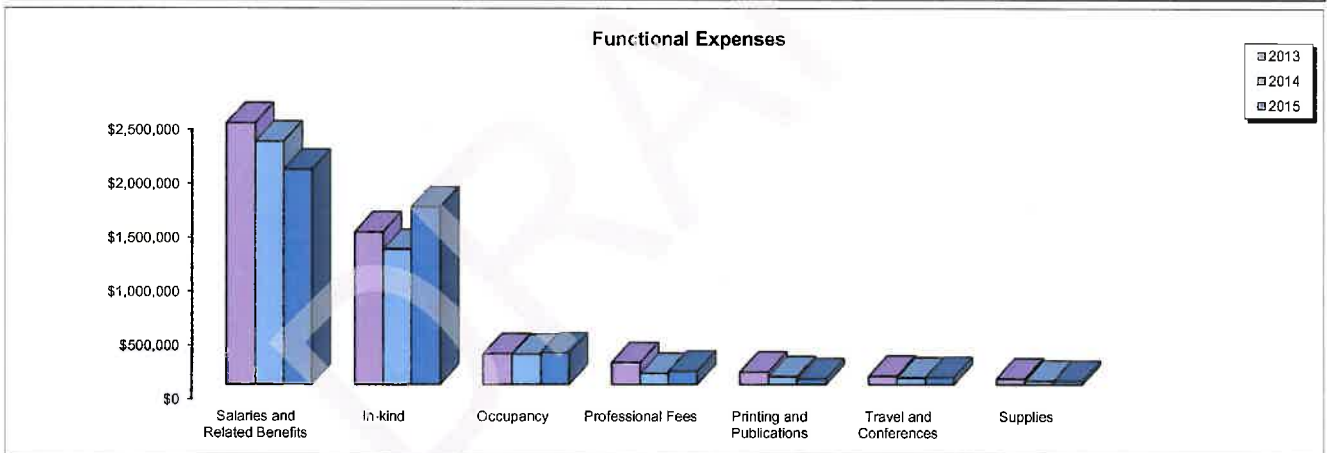


UNITED WAY OF PIERCE COUNTY FINANCIAL STATEMENT PRESENTATION



SUMMARY OF SIGNIFICANT CHANGES

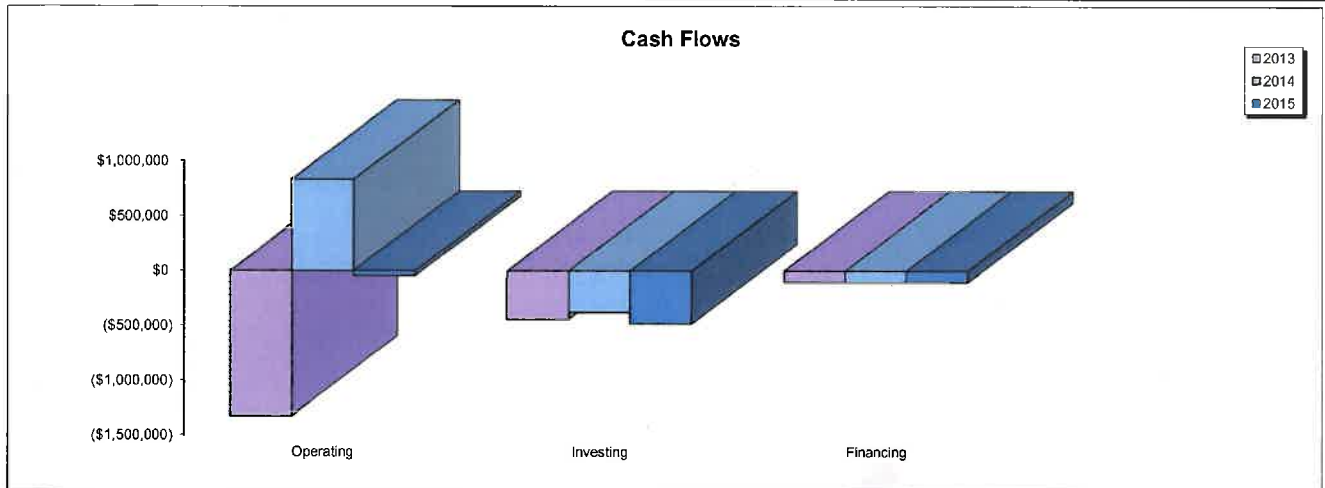
- Funds allocated to agencies reflect payouts approved by the board as a part of the approved 3-year payment cycle, net of amounts designated by donors. The increase of approximately \$51,000 over the prior year stems from consistent portion of campaign revenue being designated by the donor, as well as a \$300,000 increase in a donor gift unrestricted for a basic needs project which became Hunger Free Pierce County.
- Community program service expenses increased by approximately \$288,000 due to the significant increase in gifts in-kind of \$393,000, less the decrease in salaries resulting from turnover.



SUMMARY OF SIGNIFICANT CHANGES

- Salaries and related benefits decreased approximately \$263,000 due mostly to the previously mentioned organizational realignment.
- In-kind expenses increased approximately \$393,000 stemming from an increase in gifts in-kind distributed to community nonprofits.

UNITED WAY OF PIERCE COUNTY FINANCIAL STATEMENT PRESENTATION



SUMMARY OF SIGNIFICANT CHANGES

- Cash flows from operating activities resulted in net cash used in operating activities of approximately \$44,000. This net cash outflow was due to an increase in cash used for distributions to agencies. These increases, coupled with decreased contributions coming in the door resulted in a net cash outflow in 2015. Cash provided by operating activities in 2014 was approximately \$831,000.
- Cash flows from investing activities resulted in a net cash used in investing activities of approximately \$103,000, which was directly a result of investment purchases outpacing investment sales in 2015. Cash used in investing activities was approximately \$376,000 in 2014.
- Cash flows from financing activities resulted in a net cash outflow of approximately \$100,000 in 2014, which is consistent with the cash outflow in 2013 of \$100,000. This activity is comprised of payments made to the Boys & Girls Club as part of the grant agreement.

OTHER INFORMATION

This presentation is intended as a tool to assist the Board of Directors and management of United Way of Pierce County in understanding its financial operating results. The information contained in this publication should be read in conjunction with the audited financial statements and related disclosures and should not be used for any other purpose without the expressed consent of RSM US LLP.



May 4, 2016

Finance Committee
United Way of Pierce County
Tacoma, Washington

RSM US LLP

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Attention: Elizabeth Bailey

This letter is to inform the finance committee of United Way of Pierce County about significant matters related to the conduct of our audit as of and for the year ended December 31, 2015, so that it can appropriately discharge its oversight responsibility and we comply with our professional responsibilities.

The following summarizes various matters that must be communicated to you under auditing standards generally accepted in the United States of America.

The Respective Responsibilities of the Auditor and Management

Our responsibility under auditing standards generally accepted in the United States of America has been described to you in our arrangement letter dated September 30, 2015. The audit of the financial statements does not relieve management or those charged with governance of their responsibilities, which are also described in that letter.

Overview of the Planned Scope and Timing of the Financial Statement Audit

We have issued a separate communication dated September 30, 2015, regarding the planned scope and timing of our audit and have discussed with you our identification of, and planned audit response to, significant risks of material misstatement.

Significant Accounting Practices, Including Policies, Estimates and Disclosures

In our meeting with you, we will discuss our views about the qualitative aspects of United Way of Pierce County's significant accounting practices, including accounting policies, accounting estimates and financial statement disclosures. The following is a list of the matters that will be discussed, including the significant estimates, which you may wish to monitor for your oversight responsibilities of the financial reporting process:

- Board-designated, temporarily restricted and permanently restricted net assets
- Endowments
- Fair value of investment

THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING

Elizabeth Bailey
 Finance Committee
 United Way of Pierce County
 May 4, 2016
 Page 2

Uncorrected Misstatements

We identified the following uncorrected misstatements that management has concluded are not, individually or in the aggregate, material to the financial statements. We agree with management's conclusion in that regard.

| Description | Effect — Debit (Credit) | | | | |
|---|-------------------------|-------------|--------------------|-------------------|-------------|
| | Assets | Liabilities | Equity | Revenue | Expense |
| Reversed opening net assets misstatements: straight-line rent | \$ - | \$ - | \$ 2,263 | \$ (2,263) | \$ - |
| To adjust rental revenue to straight-line | 52,374 | - | (52,151) | (223) | - |
| Total effect | \$ 52,374 | \$ - | \$ (49,888) | \$ (2,486) | \$ - |

Consultation With Other Accountants

We are not aware of any consultations management had with other accountants about accounting or auditing matters.

Management Representations

Attached is a copy of the management representation letter.

Closing

We will be pleased to respond to any questions you have about the foregoing. We appreciate the opportunity to continue to be of service to United Way of Pierce County.

This report is intended solely for the information and use of the finance committee and board of directors and is not intended to be, and should not be, used by anyone other these specified parties.

[Firm Signature]

UWPC – TREASURER’S REPORT As of April 30, 2016

SELECTED FINANCIAL INFORMATION

2015 AUDIT

Our auditors will be delivering their rough draft report to a combined Finance and Executive Committee in May and a final high level report to the Board as well.

PLEDGES - 2015-16 CAMPAIGN

Community Campaign:

Pledge revenue in the door is \$3,833,264, \$842,221 short of our budget number. However, the shortfall projection has dropped from \$614,000 last month, to a range of \$425,000 to \$500,000. Multicare and the News Tribune are currently running their campaigns and we are starting to get in information from national accounts that are run by other United Ways. Gap strategies are being executed on. The strategies will also be beneficial when we start the 2016-17 campaign in the fall.

CFC Campaign:

Final results of the federal government campaign ran by UWPC show a decrease of \$251,000. This is a 100% designated campaign and of which \$1,800 was designated to UWPC. However the loss effects our overhead. The decrease was consistent with other CFC campaigns across the USA with only a handful of increases. 2016 will be the last year for the CFC.

Community Impact Grant Budget Goal:

This area is our best opportunity for raising resources in support of our three main products: 2-1-1, Center for Strong Families and Hunger Free Pierce County. Through April we have received \$92,500. We have applications for \$806,000.

COLLECTIONS

Collections of dollars on pledges for the 2015-16 campaign are 41.48%. Our normal range in year over year comparison is 0-3 percent difference due to timing of pledge payments. Collections for the prior year 2014-15 campaign may fall short of our goal as the Employee Community Fund of Boeing fell \$49,000 short on their pledge. We have collected to within \$16,000 of our collections goal at April end and received another \$5,000 in the first week of May.

ENDOWMENT

The endowment stands at \$3,682,783 compared to \$3,748,145 prior year, down \$65,362.

FUNCTIONAL EXPENSES (DEPARTMENTAL EXPENDITURES)

We are under budget by \$92,000. Salary and benefit line items are from hiring lags and attribute to the savings. Other line items are related to timing differences in expenditures.

Line Items over by \$5,000: None

ON THE RADAR FOR 2016

Building reserves: Our goal is to make our final grant payment of \$102,100 to the Boys and Girls Clubs in 2016 for the operations of their Hope Centers. However reserves our thin but improving, only down \$2,500 from last year. We remain at 100% occupancy.

Community Campaign – 2015-16: We are updating projections on a weekly basis. The resource development team, board, campaign cabinet and others are working tirelessly on executing the gap strategies.

Unrestricted Reserves: In March we did a year-end projection of \$725,000 for reserves, which is right at our target reserve minimum for three months of departmental expenditures. An updated projection will be provided at the end of each quarter.

UNITED WAY OF PIERCE COUNTY SELECTED FINANCIAL INFORMATION

| AS OF APRIL 30 2016 | | | | |
|---------------------|---|-------------------|-------------------|-----------------------|
| A | 2015-16 Community Campaign Budget Goal | | | \$4,675,485 |
| | Pledges Received | | | (3,833,264) |
| | Pledges needed to reach Community Campaign Budget Goal | | | 842,221 |
| | 2015 - Combined Federal Campaign (CFC) Budget Goal | | | \$820,000 |
| | Pledges Received | | | (568,813) |
| | Final Results - CFC | | | 251,187 |
| | 2015 - Community Impact Budget Goal | | | \$418,300 |
| | Pledges Received | | | (92,500) |
| | Pledges (over) under Goal | | | 325,800 |
| B | 2015-16 CAMPAIGN PERCENT COLLECTED | | | 41.48% |
| | COLLECTIONS - SAME MONTH PRIOR YEAR | | | 41.62% |
| | COLLECTIONS - SAME MONTH TWO YEARS AGO | | | 41.06% |
| C | BALANCE SHEET INFORMATION: | 2016 | 2015 | Change |
| | Cash & Short Term Investments | \$2,159,434 | \$2,297,001 | (\$137,567) |
| | Key Unrestricted Asset Balances | | | |
| | Endowment | \$3,682,783 | \$3,748,145 | (\$65,362) |
| | Undesignated | \$47,148 | \$96,451 | (\$49,303) |
| D | STATEMENT OF ACTIVITIES INFORMATION: | 2016 Y-T-D | 2016 Y-T-D | 2016 |
| | | ACTUAL | BUDGET | FULL YR BUDGET |
| | Campaign Total (2015-16 Campaign) | 4,402,077 | 5,167,289 | 5,495,485 |
| | Designations (estimated) | (1,626,935) | (1,961,000) | (2,105,993) |
| | Provision for Uncollectibles | (167,268) | (167,268) | (167,268) |
| | Other revenues, gains and support | 218,501 | 228,333 | 941,813 |
| | Net Campaign, Support & Revenue | 2,826,375 | 3,267,354 | 4,164,037 |
| | Funded Partners | (388,860) | (388,860) | (1,166,579) |
| | Impact | (23,000) | (58,928) | (294,638) |
| | Functional Expenses & Dues (Incl UWPC Program) | (884,885) | (980,904) | (2,970,820) |
| | Other Distributions | (1,500) | (1,000) | (105,000) |
| | Depreciation on Equipment | (16,000) | | (19,000) |
| | NET REVENUE(EXPENSE) | 1,513,631 | 1,837,663 | (392,000) |
| E | BETYE MARTIN BAKER HUMAN SERVICE CENTER | 2016 Y-T-D | 2016 Y-T-D | Change |
| | As of April 30, 2016 | ACTUAL | BUDGET | |
| | Net Inc./ (Loss) - per books | (20,799) | (9,220) | (11,579) |
| | | 2016 | 2015 | |
| | Cash Position | 171,055 | 173,545 | (2,490) |
| | Miscellaneous Payables | 0 | 0 | |
| | Long Term Debt | 0 | 0 | |

UWPC BALANCE SHEET

| | | 4/30/16 |
|----|--|---------------------|
| 1 | <u>ASSETS</u> | |
| 2 | Cash and Short Term Investments | \$2,159,434 |
| 3 | Long Term Investments | \$3,528,050 |
| 4 | Other Investments (Chihuly) | 83,000 |
| 5 | Gifts In Kind Inventory | 12,156 |
| 6 | Grants/other Receivable | 2,319 |
| 7 | Promises Receivable 2014 Campaign - less Allowance (\$193,307) | 16,214 |
| 8 | Promises Receivable 2015 Campaign - less Allowance (\$167,268) | 1,948,695 |
| 9 | CFC receivable - 2015 - less allowance (\$10,967) | 19,235 |
| 10 | Furniture, Fixtures and Equipment - net of | |
| 11 | accumulated depreciation - (\$626,967) | 141,858 |
| 12 | Building -Betye Martin Baker Human Service Center | 3,009,500 |
| 13 | Permanently Restricted Investments | 102,452 |
| 14 | Prepaid expenses | 11,550 |
| 15 | CFC Prepaid Expenses | 92,797 |
| 16 | Total Assets | \$11,127,261 |
| 17 | <u>LIABILITIES AND NET ASSET BALANCES</u> | |
| 18 | Liabilities and deferred support: | |
| 19 | Accounts Payable | \$40,556 |
| 20 | Designations payable | 630,486 |
| 21 | 2016 Campaign | \$0 |
| 22 | Grants payable | \$98,560 |
| 23 | Remaining budget | 2,705,858 |
| 24 | Total liabilities | \$3,475,461 |
| 25 | Net Asset Balances | |
| 26 | Unrestricted | |
| 27 | Building -Betye Martin Baker Human Service Center | 3,009,500 |
| 28 | Equipment | 141,858 |
| 29 | Board Designated - Impact | 156,166 |
| 30 | Board Designated - Endowment | 3,417,136 |
| 31 | Undesignated | 47,148 |
| 32 | Subtotal Unrestricted | 6,771,807 |
| 33 | Temporarily & Permanently Restricted | |
| 34 | Temporarily Restricted - Endowment | 286,349 |
| 35 | Donor Designated - Impact | 491,193 |
| 36 | Permanently Restricted | 102,452 |
| 37 | Subtotal Temporarily Restricted | 879,993 |
| 38 | Total net asset balances | 7,651,801 |
| 39 | Total liabilities and net asset balances | \$11,127,261 |

UWPC STATEMENT OF ACTIVITIES

For the fourth month ending
April 30, 2016

| | YTD Actual | YTD Budget | YTD Variance | 2015 Budget | % Budget |
|--|---------------|---------------|-----------------|----------------|-------------|
| 1 TOTAL CAMPAIGN (2015-16) | \$4,402,077 | \$5,167,289 | (\$765,212) | \$5,495,485 | 80.10% |
| 2 Donor Designated - Est. | (1,626,935) | (1,961,000) | 334,065 | (2,105,993) | 77.25% |
| 3 2015-16 Campaign - Undesignated | 2,775,142 | 3,206,289 | (431,147) | 3,389,492 | 81.87% |
| 4 Allowance for uncollectibles | (167,268) | (167,268) | 0 | (167,268) | 100.00% |
| 5 Impact Grants | 92,500 | 115,000 | (22,500) | 418,300 | 22.11% |
| 6 Bequests | 0 | 0 | 0 | 0 | 0.00% |
| 7 Campaign - prior year | 0 | 5,000 | (5,000) | 10,000 | 0.00% |
| 8 Restricted support | 0 | 0 | 0 | 0 | 100.00% |
| 9 Total Public Support | 2,700,374 | 3,159,021 | (458,647) | 3,650,524 | 73.97% |
| 10 | | | | | |
| 11 Other Support & Revenue | | | | | |
| 12 Program & Event Income | 67,696 | 90,000 | (22,304) | 326,013 | 20.76% |
| 13 Investment income | 42,322 | 6,667 | 35,655 | 20,000 | 211.61% |
| 14 Realized/Unrealized gain/loss | 6,896 | 0 | 6,896 | 0 | 0.00% |
| 15 Miscellaneous | 9,088 | 11,667 | (2,579) | 167,500 | 5.43% |
| 16 Total Other Revenue | 126,001 | 108,333 | 17,668 | 513,513 | 24.54% |
| 17 Total revenues, gains & other | 2,826,375 | 3,267,354 | (440,979) | 4,164,037 | 67.88% |
| 18 Community Investments & Expenses | | | | | |
| 19 Investments and grants: | | | | | |
| 20 Funded Partners | 388,860 | 388,860 | (0) | 1,166,579 | 33.33% |
| 21 Payments to affiliates | 59,155 | 62,905 | (3,750) | 70,000 | 84.51% |
| 22 Impact Funding | 23,000 | 58,928 | (35,928) | 294,639 | 0.00% |
| 23 Other distributions | 1,500 | 1,000 | 500 | 105,000 | 1.43% |
| 24 Total investments and grants | 472,515 | 511,692 | (39,177) | 1,636,218 | 28.88% |
| 25 Functional expenses: | | | | | |
| 26 Salaries | 544,058 | 595,844 | (51,786) | 1,817,536 | 29.93% |
| 27 Employee Benefits & P/R taxes | 129,227 | 163,553 | (34,326) | 502,658 | 25.71% |
| 28 Professional fees | 11,856 | 14,100 | (2,244) | 73,145 | 16.21% |
| 29 Advertising/Promotional Items | 2,690 | 1,208 | 1,482 | 29,540 | 9.11% |
| 30 Supplies | 3,246 | 10,172 | (6,925) | 30,515 | 10.64% |
| 31 Telephone, fax | 4,710 | 5,100 | (390) | 18,260 | 25.79% |
| 32 Postage and shipping | 2,532 | 2,252 | 280 | 19,825 | 12.77% |
| 33 Occupancy | 18,264 | 18,725 | (461) | 33,261 | 54.91% |
| 34 Maintenance and Software Support | 44,543 | 41,619 | 2,924 | 83,986 | 53.04% |
| 35 Printing and publications | 7,373 | 7,355 | 18 | 84,699 | 8.70% |
| 36 Travel - volunteers & staff | 16,645 | 19,367 | (2,721) | 93,300 | 17.84% |
| 37 Conferences & Special Events | 28,205 | 28,245 | (40) | 88,115 | 32.01% |
| 38 Membership dues | 6,316 | 4,785 | 1,531 | 13,880 | 45.50% |
| 39 Interest Expense & Misc. | 6,064 | 5,675 | 389 | 12,100 | 50.11% |
| 40 Total expenses before deprec. | 825,730 | 917,999 | (92,269) | 2,900,820 | 28.47% |
| 41 Depreciation | 16,000 | | | | |
| 42 Total Functional Expenses | 841,730 | | | | |
| 43 Remaining Budget | 2,705,858 | | | | |
| 44 Net Revenue | (\$1,193,728) | | | | |
| 45 Asset Balances, Beginning of Year | 10,646,219 | | | | |
| 46 Assets Released From Restriction | (1,800,691) | | | | |
| 47 Net Asset Balances 04/30/2016 | \$7,651,801 | | | | |