

Philanthropy WV - December 2017

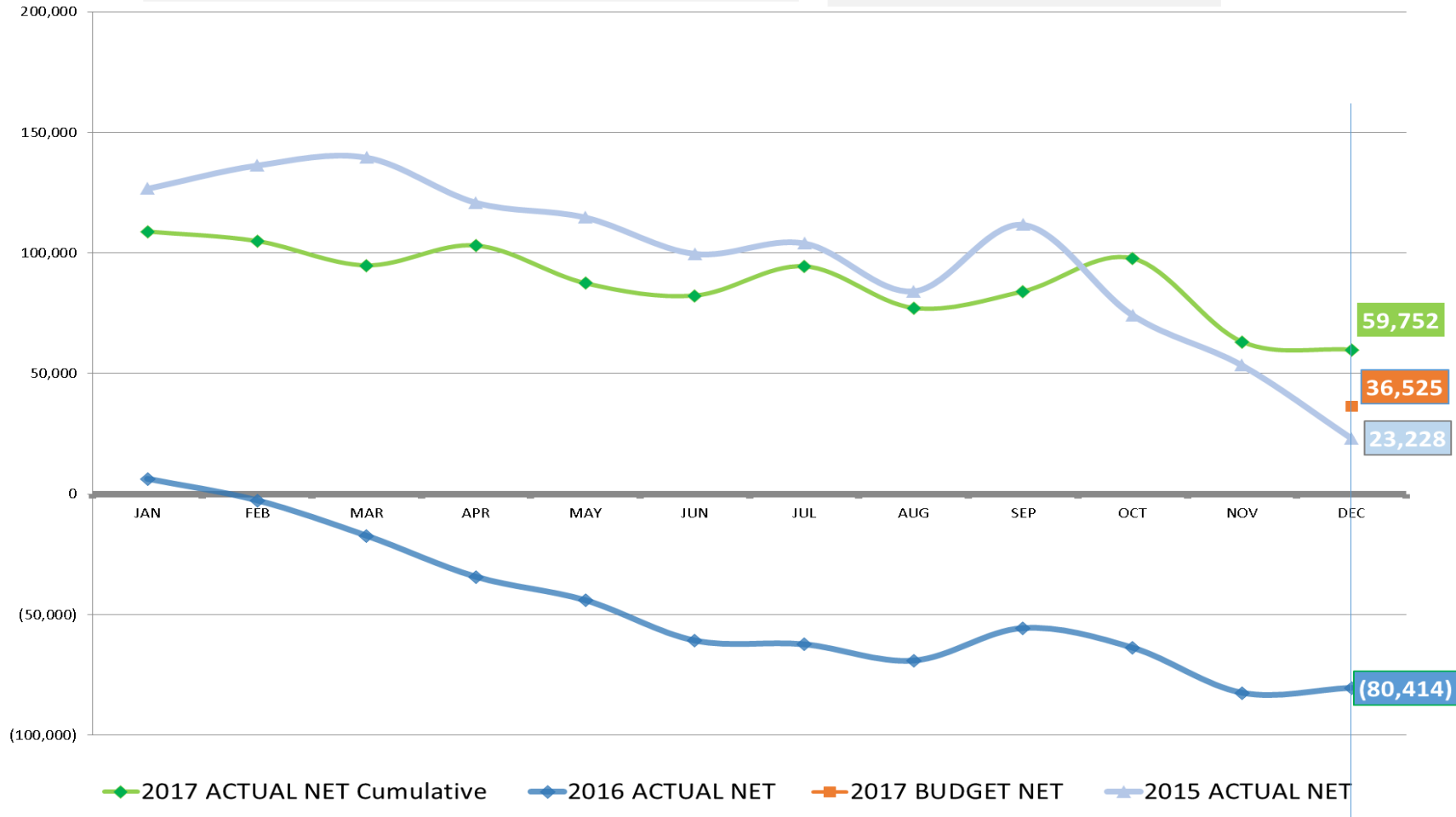
All Programs

		Jan - Dec 16	Jan - Dec 17
<b>Ordinary Income/Expense</b>			
	<b>Income</b>		
	Program Income	368,846	582,426
	4025 · Other Revenue	265	-
	<b>Total Income</b>	<b>369,111</b>	<b>582,426</b>
	<b>Gross Profit</b>	<b>369,111</b>	<b>582,426</b>
	<b>Expense</b>		
	5200 · Bad Debt	6,395	-
	Communications	4,281	4,920
	Constituent Services	212,587	361,477
	Management	27,123	27,188
	Programs	195,437	164,004
	Prior Year Funds due to WVNPA	6,000	-
	<b>Total Expense</b>	<b>451,822</b>	<b>557,588</b>
	<b>Net Ordinary Income</b>	<b>(82,711)</b>	<b>24,838</b>
	<b>Other Income/Expense</b>		
	<b>Other Income</b>		
	9900 · Temporarily Restricted Revenue	195,000	150,000
	9600 · Releases of Temporarily Restr.	(103,500)	(195,000)
	<b>Total Other Income</b>	<b>91,500</b>	<b>(45,000)</b>
	<b>Net Income</b>	<b>8,789</b>	<b>(20,162)</b>
<b>BREAKDOWN</b>			
	<u>Operations</u>		
	Philanthropy WV	(86,413)	59,752
	Special Initiatives	(5,392)	(10,750)
	RCDI	-	(22,166)
	NPA	9,094	(1,997)
	<b>TOTAL</b>	<b>(82,711)</b>	<b>24,838</b>
	<u>Non Operating</u>		
	Philanthropy WV	91,500	(60,000)
	Special Initiatives		
	RCDI		
	NPA	-	15,000
	<b>TOTAL</b>	<b>91,500</b>	<b>(45,000)</b>
	<u>Net All Assets</u>		
	Philanthropy WV	5,087	(248)
	Special Initiatives	(5,392)	(10,750)
	RCDI	-	(22,166)
	NPA	9,094	13,003
	<b>TOTAL</b>	<b>8,789</b>	<b>(20,162)</b>

## Graph – Historical Trend

The Graph illustrates the seasonality of the organizations operating results in relation to last year and the budgeted expectations. It also easily demonstrates the results historically and proactively.

BLUE - 2015 Net Operating Results  
 BLUE - 2016 Net Operating Results  
 GREEN - current year operating results  
 ORANGE - current year budgeted expectations



# P&L FY17 Budget Report

				100%		
				Dec 17	Jan - Dec 17	% of Budge
				2017 Budge		
<b>Income</b>						
<b>Program Income</b>						
	150 · Interest Earnings	40	1,072	71%	1,500	
	4000 · Annual Membership Dues	-	37,113	74%	50,000	
	4005 · Private Foundation Grants	-	-			
	a) Conference Support	-	6,000	60%	10,000	
	b) Benedum Fdtn Grant/Give2WV	-	95,000	79%	120,000	
	c) Maier Fnd Ethics/Phil Series	-	5,000	25%	20,000	
	d) General Support	-	43,500	100%	43,500	
	<b>Total 4005 · Private Foundation Grants</b>	-	149,500	77%	193,500	
	4010 · Corporate Gifts	-	-			
	a) General Corporate Gifts	-	-	0%	4,000	
	b) Program Sponsorships	-	-	0%	5,000	
	c) Annual Conference Sponsor	1,000	22,000	88%	25,000	
	d) Miscellaneous	-	-			
	<b>Total 4010 · Corporate Gifts</b>	1,000	22,000	65%	34,000	
	4015 · State/Federal Grants	-	-			
	b) ARC Flex-E-Grant	-	-		8,000	
	<b>Total 4015 · State/Federal Grants</b>	-	-	0%	8,000	
	4020 · Conf/Workshop/Misc Fees	-	-			
	a) Annual Conference Registra	505	18,339	99%	18,500	
	b) Workshop Fees	-	470	9%	5,500	
	c) General Registration Fees	135	7,310	146%	5,000	
	d) Miscellaneous	20	764			
	<b>Total 4020 · Conf/Workshop/Misc Fees</b>	660	26,883	93%	29,000	
	4030 · Philanthropic Part Prog	4,500	40,950	91%	45,000	
	4041 · Nonprofit Assoc. Income	3,750	15,000	100%	15,000	
	4045 · Consulting	4,250	4,750	32%	15,000	
	4050 · Partnerships/Shared Serv	-	-			
	<b>Total Program Income</b>	14,200	297,267	76%	391,000	
	4025 · Other Revenue	-	-			
	<b>Total Income</b>	14,200	297,267	76%	391,000	
	<b>Gross Profit</b>	14,200	297,267	76%	391,000	
	<b>Expense</b>					
	5200 · Bad Debt	-	-			
	<b>Communications</b>					
	5045 · Online Platform & Dvlpmt	535	1,703	49%	3,500	
	5055 · Printing	-	84	8%	1,000	
	5060 · Telephone & Internet	239	2,490	142%	1,750	
	5065 · Postage	176	644	64%	1,000	
	<b>Total Communications</b>	951	4,920	68%	7,250	
	<b>Constituent Services</b>					
	5080 · Annual Conference	1,131	24,678	99%	25,000	
	5110 · Grantmaker Programs	-	-			
	a) Corp Resp. Council	-	1,434	48%	3,000	
	b) Community Fdtn Institute	-	1,979	79%	2,500	
	c) Prvt/Family Fnd. Programs	-	-	0%	15,000	
	d) Reg. MTGs & Pol Inst	3,055	11,360	57%	20,000	
	<b>Total 5110 · Grantmaker Programs</b>	3,055	14,773	36%	40,500	
	5115 · Miscellaneous	430	1,609	80%	2,000	
	5120 · Marketing	21	343	7%	5,000	
	<b>Total Constituent Services</b>	4,638	41,404	57%	72,500	
	<b>Management</b>					
	5011 · Bank Fees	-	77	15%	500	
	5012 · Planning & Development	37	1,799	103%	1,750	
	5020 · Office Supplies	-	497	28%	1,800	
	5025 · Copying	7	81	13%	600	
	5031 · Information Technology	-	110	2%	4,500	
	5040 · Professional Services	-	-			
	a) Financial Services	742	9,917	99%	10,000	
	b) Annual Audit	-	5,608	97%	5,775	
	c) Insurance	-	3,139	105%	3,000	
	<b>Total 5040 · Professional Services</b>	742	18,664	99%	18,775	
	5050 · Rent	500	5,960	99%	6,000	
	5051 · Utilities	-	-			
	<b>Total Management</b>	1,285	27,188	80%	33,925	
	<b>Payroll Expenses</b>					
	<b>Reconciliation Discrepancies</b>	-	-			
	<b>Programs</b>					
	5002 · Contract Staffing	-	-			
	a) Wages	7,178	136,157	84%	162,000	
	b) Benefits/FICA	-	-			
	c) Employee Leasing	157	2,255	68%	3,300	
	d) Contract Staffing - Other	1,252	6,790	14%	50,000	
	e) Retirement Plan	-	-	0%	7,500	
	<b>Total 5002 · Contract Staffing</b>	8,587	145,202	65%	222,800	
	5005 · Conferences/Meetings	806	6,890	98%	7,000	
	5007 · Memberships/Registration	-	3,660	105%	3,500	
	5010 · In-State Travel	1,262	8,251	110%	7,500	
	<b>Total Programs</b>	10,656	164,004	68%	240,800	
	<b>Uncategorized Expense</b>	-	-			
	<b>Total Expense</b>	17,530	237,515	67%	354,475	
	<b>Net Ordinary Income</b>	(3,329)	59,752	164%	36,525	

## P&L Special Initiatives FY17

		100%		
		Dec 17	Jan - Dec 17	% of Budget
<b>Income</b>				
<b>Program Income</b>				
<b>4035 · Pass thru Grant Revenue</b>				
	a) Give2WV Day Proceeds	-	15,551	100%
	b) Transfer of Wealth	1,000	1,500	8%
	c) Keep5Local Program Grant	-	(336)	-2%
	d) USDA Grant for Keep5Local	-	-	0%
	e) Miscellaneous	-	-	0%
	<b>Total 4035 · Pass thru Grant Revenue</b>	1,000	16,715	22%
	<b>Total Program Income</b>	1,000	16,715	22%
	<b>Total Income</b>	1,000	16,715	22%
<b>Gross Profit</b>		1,000	16,715	22%
<b>Expense</b>				
<b>Constituent Services</b>				
<b>5105 · Special Initiatives/Bene</b>				
	a) Marketing	1,000	7,058	47%
	b) Consultants	-	-	0%
	c) Project Development	3,000	3,250	16%
	d) Give2WV Day	-	895	18%
	e) Supplies	-	-	0%
	f) Travel	11	11	0%
	<b>Total 5105 · Special Initiatives/Bene</b>	4,011	11,214	22%
	<b>5135 · Research &amp; Give2WV Day</b>	-	16,251	120%
	<b>Total Constituent Services</b>	4,011	27,465	42%
	<b>Total Expense</b>	4,011	27,465	42%
<b>Net Ordinary Income</b>				
<b>Net Income</b>		<b>(3,011)</b>	<b>(10,750)</b>	<b>-98%</b>

**P&L RCDI FY17**

				Jan - Dec 17	Forecast
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>Program Income</b>					
4015 · State/Federal Grants					
a) USDA RCDI Grant				22,166	80,710
<b>Total 4015 · State/Federal Grants</b>				<b>22,166</b>	<b>80,710</b>
4040 · WVNPA Income					
h) RCDI Grant				44,333	80,710
<b>Total 4040 · WVNPA Income</b>				<b>44,333</b>	<b>80,710</b>
<b>Total Program Income</b>				<b>66,499</b>	<b>161,420</b>
<b>Total Income</b>				<b>66,499</b>	<b>161,420</b>
<b>Gross Profit</b>				<b>66,499</b>	<b>161,420</b>
<b>Expense</b>					
<b>Constituent Services</b>					
5140 · USDA RCDI Program					
a) Salaries					
1) Program Coordinators				33,476	45,000
2) Project Directors				19,658	18,000
3) Administrative Support				605	8,000
4) Fringe Benefits (Prog Coord)				9,551	11,500
<b>Total a) Salaries</b>				<b>63,291</b>	<b>82,500</b>
b) Program Delivery					
1) Program Delivery				8,806	25,500
2) Technical Assistance				-	5,000
3) Legal&Professional Education				-	6,000
<b>Total b) Program Delivery</b>				<b>8,806</b>	<b>36,500</b>
c) Travel & Lodging					
1) Regional Mileage -Staff				4,153	6,720
2) Consultant Travel & Lodging				-	7,200
3) Recipient Travel				2,792	3,500
<b>Total c) Travel &amp; Lodging</b>				<b>6,945</b>	<b>17,420</b>
d) Promotion and Outreach					
1) Marketing				9,624	25,000
<b>Total d) Promotion and Outreach</b>				<b>9,624</b>	<b>25,000</b>
<b>Total 5140 · USDA RCDI Program</b>				<b>88,665</b>	<b>161,420</b>
<b>Total Constituent Services</b>				<b>88,665</b>	<b>161,420</b>
<b>Total Expense</b>				<b>88,665</b>	<b>161,420</b>
<b>Net Ordinary Income</b>				<b>(22,166)</b>	<b>-</b>
<b>Net Income</b>				<b>(22,166)</b>	<b>-</b>

## P&L NPA FY17

				Dec 17	Jan - Dec 17	YTD Budget	% of Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>Program Income</b>							
<b>4040 · WVNPA Income</b>							
a) Member Dues				1,750	42,128	53,000	79.49%
b) Benedum Grant				-	100,000	100,000	100.0%
c) Corporate Sponsors				-	6,500	16,000	40.63%
d) Other Grants				-	20,500	18,500	110.81%
e) Fee for Service				548	7,666	11,750	65.24%
<b>f) Annual Conference</b>							
1) Registrations				361	16,038	9,000	178.2%
2) Sponsors				5,750	7,000	7,000	100.0%
3) Exhibit Fees				-	1,750	3,000	58.33%
<b>Total f) Annual Conference</b>				<b>6,111</b>	<b>24,788</b>	<b>19,000</b>	<b>130.47%</b>
g) Other (incl interest)				15	363	458	79.36%
<b>Total 4040 · WVNPA Income</b>				<b>8,424</b>	<b>201,945</b>	<b>218,708</b>	<b>92.34%</b>
<b>Total Program Income</b>				<b>8,424</b>	<b>201,945</b>	<b>218,708</b>	<b>92.34%</b>
<b>Total Income</b>				<b>8,424</b>	<b>201,945</b>	<b>218,708</b>	<b>92.34%</b>
<b>Gross Profit</b>				<b>8,424</b>	<b>201,945</b>	<b>218,708</b>	<b>92.34%</b>
<b>Expense</b>							
<b>Constituent Services</b>							
<b>5125 · WVNPA Expenses</b>							
a) Fiscal Agent & Program Suppt				3,750	15,000	15,000	100.0%
b) Annual Conference				(2,945)	23,487	17,000	138.16%
c) Memberships & Staff Develop.				-	4,488	4,750	94.49%
d) Office Expenses				880	7,450	4,000	186.25%
e) Personnel				11,428	117,581	130,000	90.45%
f) Marketing and Communication				1,042	8,096	11,108	72.88%
<b>g) Program Development</b>							
1) Programming				-	4,801	6,500	73.87%
2) Grant Station				-	3,750	3,000	125.0%
3) Consultants				2,000	9,126	14,950	61.04%
4) Special Programs				-	2,643	4,400	60.06%
5) Capacity Building/TA				-	-	-	0.0%
<b>Total g) Program Development</b>				<b>2,000</b>	<b>20,320</b>	<b>28,850</b>	<b>70.43%</b>
h) Travel & Lodging				-	7,021	8,000	87.76%
j) other				-	500	-	100.0%
<b>Total 5125 · WVNPA Expenses</b>				<b>16,155</b>	<b>203,943</b>	<b>218,708</b>	<b>93.25%</b>
<b>Total Constituent Services</b>				<b>16,155</b>	<b>203,943</b>	<b>218,708</b>	<b>93.25%</b>
<b>Total Expense</b>				<b>16,155</b>	<b>203,943</b>	<b>218,708</b>	<b>93.25%</b>
<b>Net Ordinary Income</b>				<b>(7,731)</b>	<b>(1,997)</b>	<b>-</b>	<b>100.0%</b>
<b>Net Income</b>				<b>(7,731)</b>	<b>(1,997)</b>	<b>-</b>	<b>100.0%</b>

## Balance Sheet FY17 comparative

			Dec 30, 16	Dec 31, 17	NOTES
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
	1010 - MVB Bank		161,873	42,733	
	1013 · MVB CD		-	60,000	
	1015 · MVB - CD 2		-	60,000	
	1030 - UB Money Market - 6247		138,077	41,676	core pwv
	1060 United Bank - 1257		10,770	11,339	general checking
	1070 United Bank MM WVNPA-5356		193,030	57,762	npa only
	1080 - United Bank FlexE - 2587		(10)	24,585	USDA RCDI Grant
	<b>Total Checking/Savings</b>		<b>503,740</b>	<b>298,096</b>	
<b>Accounts Receivable</b>					
	11000 · Accounts Receivable		28,098	26,074	
	<b>Total Accounts Receivable</b>		<b>28,098</b>	<b>26,074</b>	
<b>Other Current Assets</b>					
	11100 · Allowance for Doubtfull Account		(25)	(25)	
	12000 · Undeposited Funds		-	150,000	Benedum Funds not yet deposited
	<b>Total Other Current Assets</b>		<b>(25)</b>	<b>149,975</b>	
	<b>Total Current Assets</b>		<b>531,813</b>	<b>474,145</b>	
<b>Other Assets</b>					
	13000 · Prepaid Expenses		11,621	2,878	
	<b>Total Other Assets</b>		<b>11,621</b>	<b>2,878</b>	
	<b>TOTAL ASSETS</b>		<b>543,434</b>	<b>477,023</b>	
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
	Accounts Payable - WVNPA		1,351	1,310	
	20000 · Accounts Payable-PWV		2,598	5,197	
	<b>Total Accounts Payable</b>		<b>3,949</b>	<b>6,506</b>	
<b>Other Current Liabilities</b>					
	2010 · Accrued Expenses		-	4,653	
	2020 · Deferred Revenue		7,188	4,950	
	2021 · Deferred Revenue - RCDI				
	2023 · RCDI deferred revenue - NPA		-	7,833	
	<b>Total 2021 · Deferred Revenue - RCDI</b>		<b>-</b>	<b>7,833</b>	
	<b>Total Other Current Liabilities</b>		<b>7,188</b>	<b>17,437</b>	
	<b>Total Current Liabilities</b>		<b>11,137</b>	<b>23,943</b>	
<b>Equity</b>					
	31500 · Temp. Restricted Net Assets		-	150,000	\$115K restricted for NPA & \$35K Restricted for FY18
	32000 · Unrestricted Net Assets		464,453	323,242	
	<b>Net Income</b>		<b>67,844</b>	<b>(20,162)</b>	
	<b>Total Equity</b>		<b>532,297</b>	<b>453,080</b>	
	<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>543,434</b>	<b>477,023</b>	