

CERF+
Financial Trends Report
As of August 2017
(Please note that this is not a FY17 Year End Estimate)

Indicators of Financial Health

The following is a series of charts and graphs that report on the trends and indicators of CERF+'s financial health. This report includes overviews of net assets, cash/investments, income and expense comparisons; income types; expenses activity and ratio of staff expense to total expense.

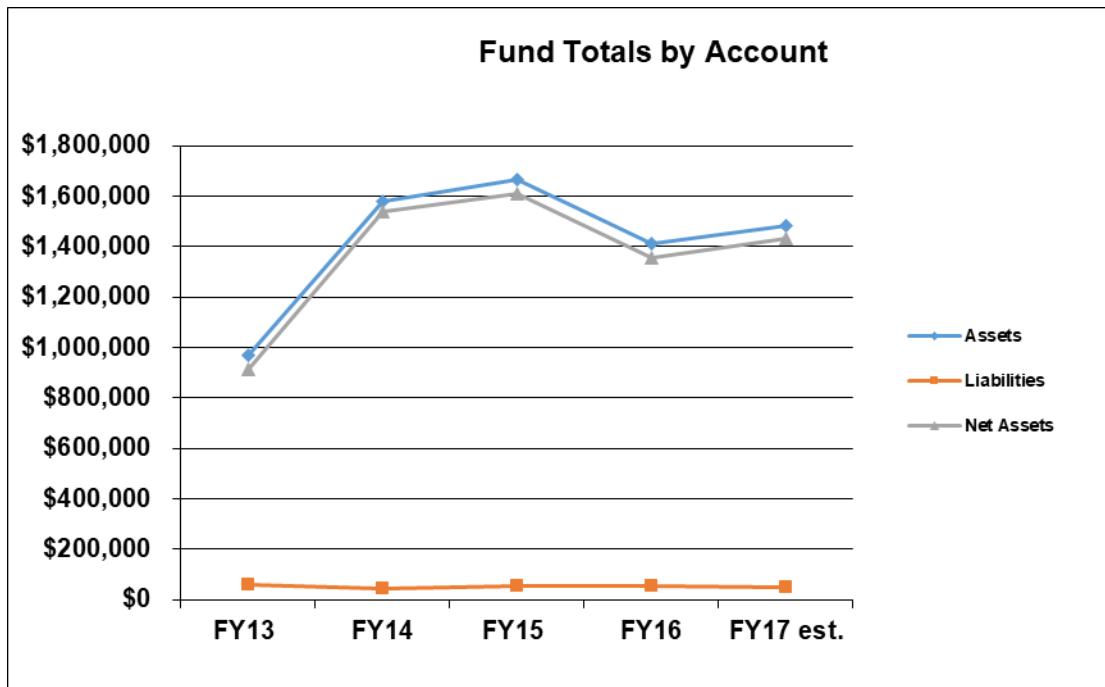
Indicator Report - Assets, Liabilities and Net Assets (Equity)

CERF+'s balance sheet is reflected in the first graph. In FY17 our assets increased over the previous year due the Windgate Charitable Foundation grant for FY 17, 18 and 19.

For the last five (5) years, liabilities have run between 2.7% to 6.1% of assets. Estimated liabilities for FY17 are at the low end of that range at 3.4% primarily due to not needing to the use of our Line of Credit this FY. Net assets (equity) have increased over the previous fiscal year due to an increases in board restricted reserves and restricted grants/foundations primarily due to Windgate grant for this fiscal year and the next two.

Balance Sheet at Fiscal Year End

	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Assets	\$971,704	\$1,582,296	\$1,668,475	\$1,414,608	\$1,486,064	\$71,456	5.1%
Liabilities	\$59,112	\$43,262	\$56,934	\$55,689	\$50,998	(\$4,691)	-8.4%
Net Assets	\$912,592	\$1,539,035	\$1,611,540	\$1,358,919	\$1,435,066	\$76,147	5.6%

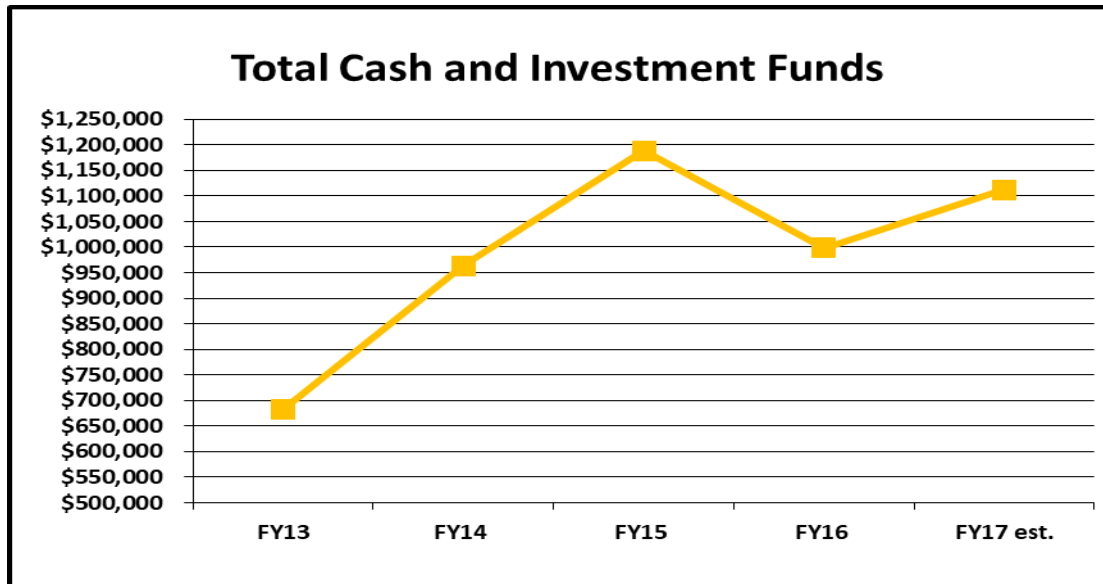


Indicator Report - Cash/Investment Management

Cash and investments make up the largest part of our assets. These assets increased 11.4% or \$131,702 this year over the previous fiscal year.

Investment Accounts Fund Totals

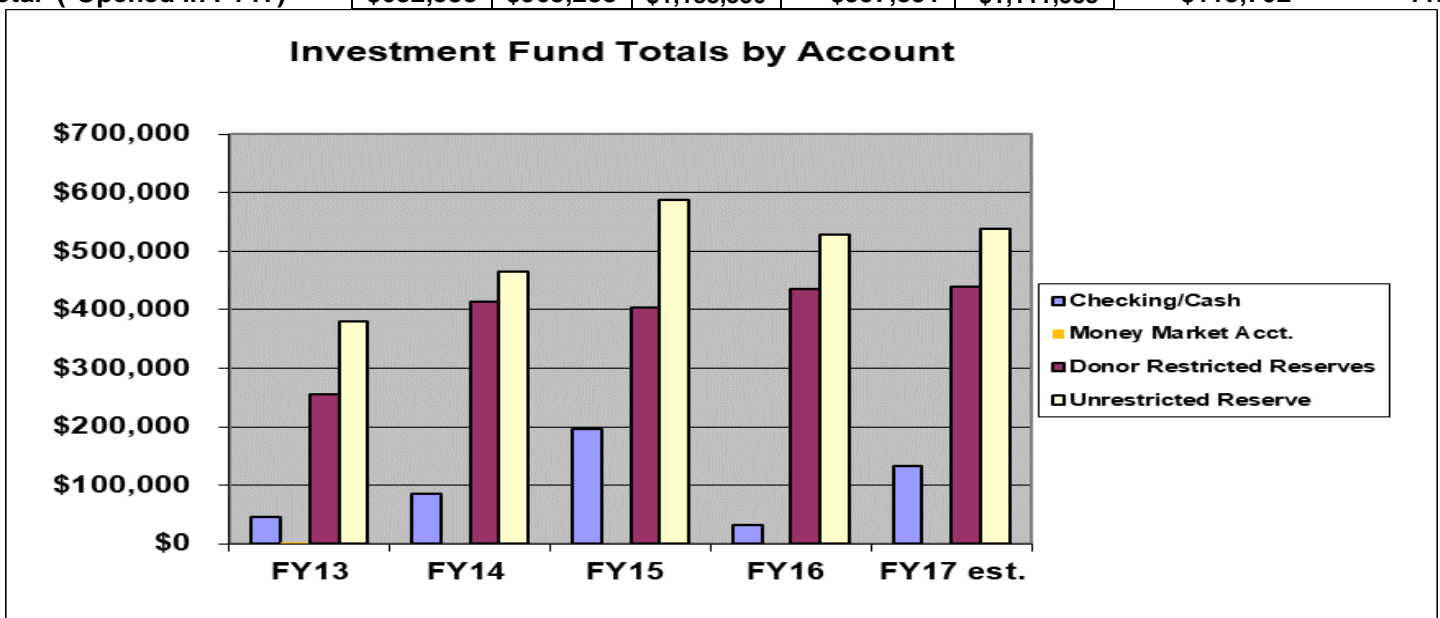
	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Total	\$682,588	\$963,288	\$1,188,550	\$997,851	\$1,111,553	\$131,702	11.4%



Cash and Investment Accounts Fund Totals

	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Checking/Cash	\$46,110	\$84,782	\$196,535	\$32,788	\$132,131	\$99,343	303.0%
Money Market Account *					\$25	\$25	0.0%
Donor Restricted Reserves	\$255,388	\$413,983	\$404,827	\$435,891	\$440,406	\$4,515	1.0%
Unrestricted Reserve	\$381,090	\$464,523	\$587,189	\$529,172	\$538,991	\$9,819	1.9%
Total (*Opened in FY17)	\$682,588	\$963,288	\$1,188,550	\$997,851	\$1,111,553	\$113,702	11.4%

Investment Fund Totals by Account

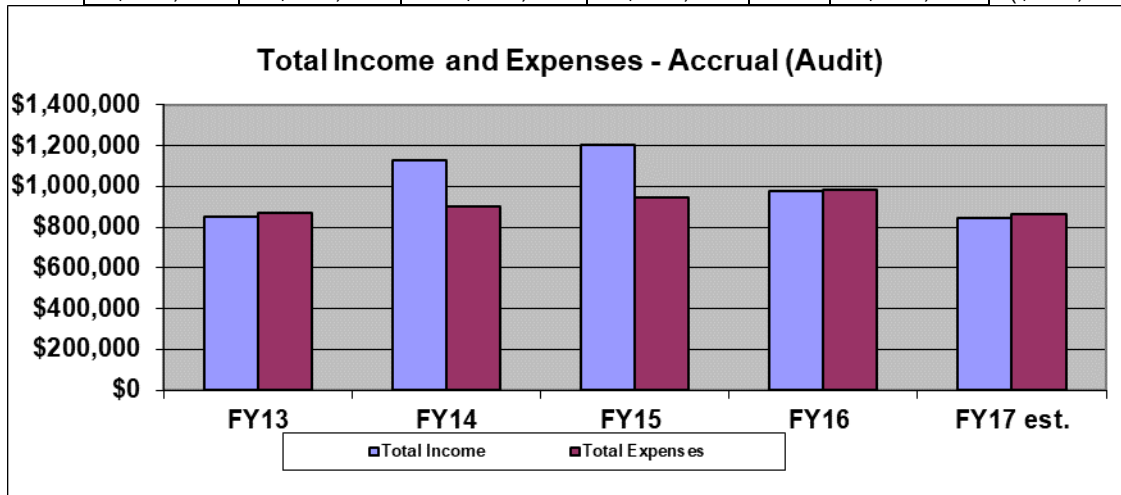


Indicator Report - Operating Revenues and Expenses Details - FY13 through FY17 (Est.)

The estimated difference between income and expense for the last five years is provided in the next 4 charts. Again, after 5 years of growth, CERF+'s overall income decreased in FY16 as the Campaign concludes. As we implement our post campaign business plan, we start to see increases in FY17 in other areas of contributed income, in particular the Annual Fund, foundation support, earned income and a sharp decrease between FY15 and FY 16 & FY17 in the Campaign.

Total Income and Expense Comparison

	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Total Income	\$853,388	\$1,125,922	\$1,206,364	\$978,449	\$845,358	(\$133,091)	-13.6%
Total Expenses	\$869,128	\$899,686	\$947,424	\$981,589	\$862,374	(\$119,215)	-12.1%

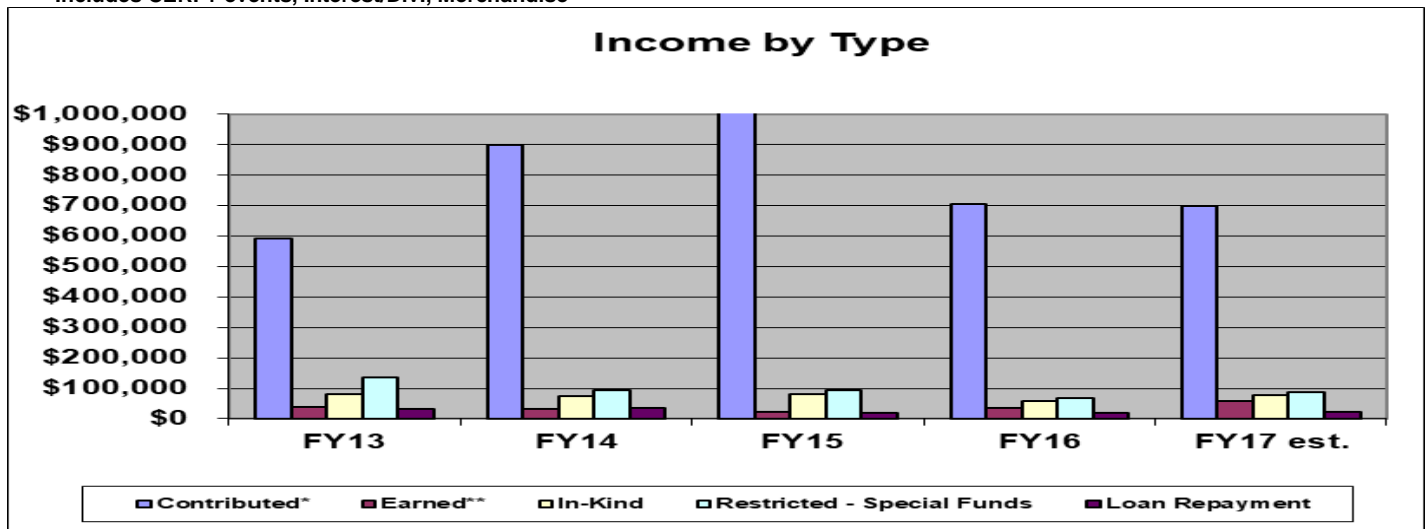


Income by Type

	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Contributed*	\$592,283	\$899,093	\$1,087,538	\$704,565	\$699,551	(\$5,014)	-0.7%
Earned**	\$37,247	\$31,428	\$24,022	\$33,988	\$58,243	\$24,255	71.4%
In-Kind	\$82,075	\$74,000	\$80,679	\$59,029	\$77,908	\$18,879	32.0%
Restricted - Special Funds	\$134,110	\$92,709	\$94,804	\$67,896	\$87,563	\$19,667	29.0%
Loan Repayment	\$30,816	\$37,001	\$19,115	\$18,372	\$23,512	\$5,140	28.0%

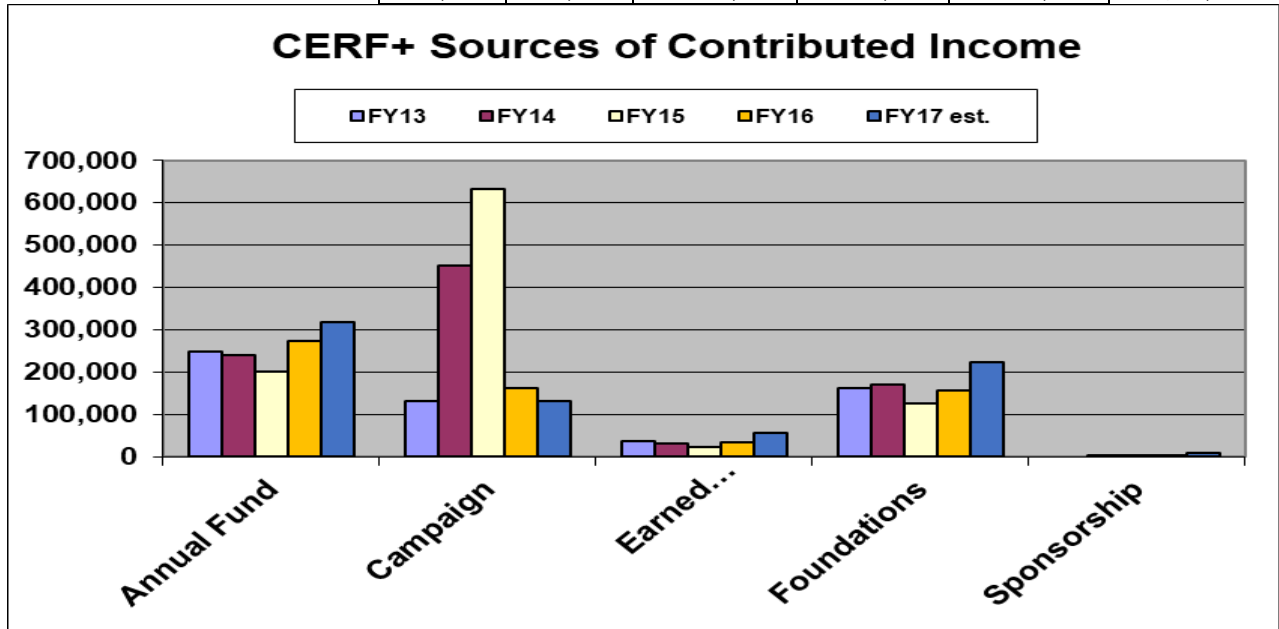
*Contributed Income includes: individual gifts and cash basis foundation grants restricted to projects such as the Studio Protector 2.0

**Includes CERF+ events, Interest/Div., Merchandise



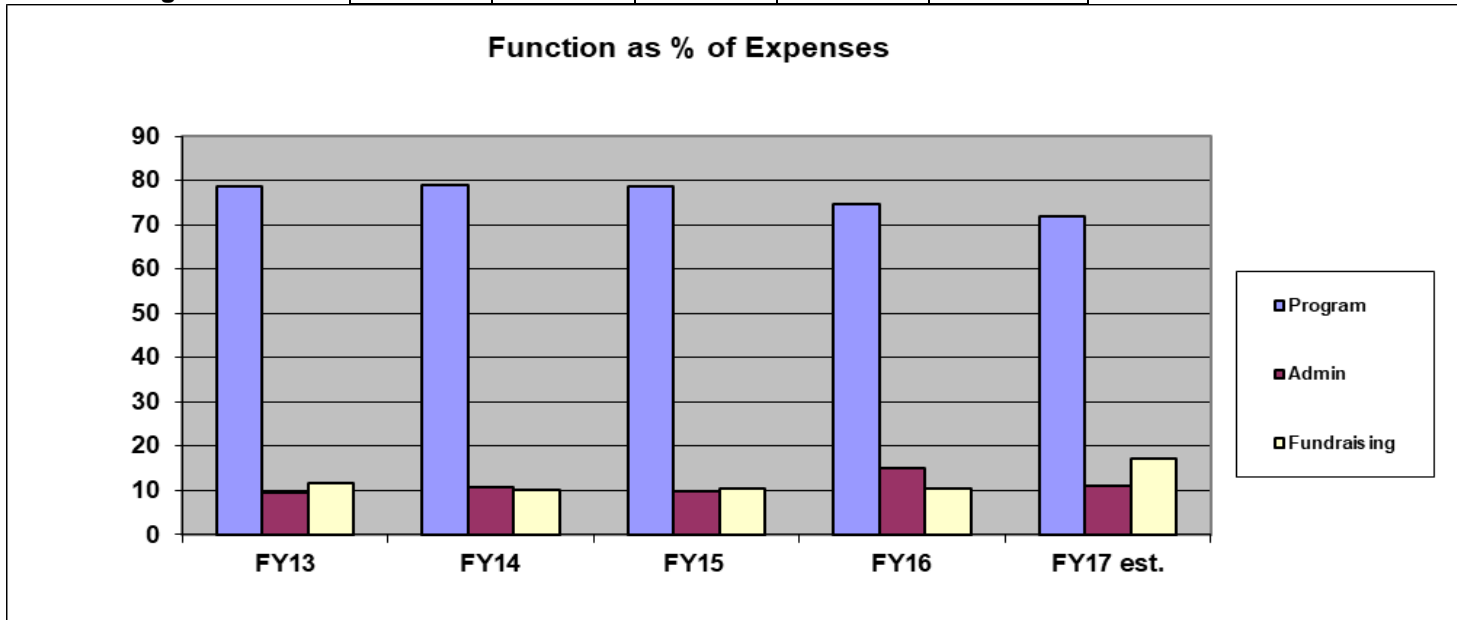
CERF+ Indicator Report - Revenue Details Contributed Income
Sources of Contributed Income

	FY13	FY14	FY15	FY16	FY17 est.	Dollar Difference to FY 16	% Difference to FY 16
Annual Fund	250,079	240,685	201,030	274,258	318,873	\$44,615	16.3%
Campaign	131,195	451,182	633,488	163,866	130,720	(\$33,146)	-20.2%
Independent Fundraisers	37,247	31,428	24,022	33,988	16,878	(\$17,110)	-50.3%
Sponsorship	0	0	2,000	2,700	9,300	\$6,600	244.4%
Foundations	162,999	170,727	127,217	156,853	224,080	\$67,227	42.9%



Expense Activity as % of Total Expense

	FY13	FY14	FY15	FY16	FY17 est.	Difference to FY 16	% Difference to FY 16
Program	78.8	79	78.7	74.6	71.8	(2.80)	-3.8%
Admin	9.4	10.8	9.9	15.0	11.1	(3.90)	-26.0%
Fundraising	11.8	10.1	10.4	10.4	17.1	6.70	64.4%



CERF+ Indicator Report - Ratio of Staff Expense to Total Expense

CERF+ began to increase its capacity in FY10 by adding additional staff and expanding our program offerings. The following chart compares our staffing expenses with our total expenses. In FY17 we started to decrease our staff and outsourced our bookkeeping. As planned at the end of FY17, CERF+'s estimated payroll was 57.2% of the total budget or -2.5% less than the previous FY.

Trends in Expenses, Ratio of Staff Expense to Total Expense

	FY13	FY14	FY15	FY16	FY17 est.	Difference to FY 16	% Difference to FY 16
Total Expense	\$875,265	\$899,686	\$947,424	\$936,377	\$981,589	\$45,212	4.8%
Staff Expense	\$424,149	\$434,017	\$519,304	\$559,089	\$561,933	\$2,844	0.5%
Ratio	48.5%	48.2%	54.8%	59.7%	57.2%		-2.5%

