

Canine Companions for Independence
Financial Report - CONSOLIDATED
Year-to-date "YTD" July 31, 2020

UNAUDITED, Internal Use Only
Issued: 8/28/2020

Code	Account Description	Current Month	Current YTD	Prior YTD	Change YTD		2020 Budget	
		Actual	Actual	Actual	\$	%	YTD	Annual
Operating Revenue								
-	DogFests, Net	\$ 70,510	\$ 402,887	\$ 377,572	\$ 25,315	7%	\$ 540,151	\$ 1,200,163
-	Other Events, Net	160,652	509,561	1,688,541	(1,178,980)	-70%	1,449,238	2,825,940
	Total Fundraising Events, Net	231,162	912,448	2,066,113	(1,153,665)	-56%	1,989,389	4,026,103
P-4021000	Solicited Individual < \$25k	52,539	368,632	447,667	(79,035)	-18%	515,809	1,768,500
P-4021200	Solicited Individual >= \$25k	25,000	490,221	677,302	(187,081)	-28%	1,360,618	4,665,000
P-4060000	Donor Advised Funds	20,800	178,413	197,545	(19,132)	-10%	96,250	330,000
P-4080000	In-Kind Donation	-	-	10,000	(10,000)	-100%	-	-
Various	Restricted Gifts - Current Use	74,264	568,439	238,052	330,387	139%	99,456	341,000
	Total Solicited Individuals	172,603	1,605,705	1,570,566	35,139	2%	2,072,133	7,104,500
P-4021300	Corporate Philanthropy	10,440	182,540	234,961	(52,421)	-22%	586,245	1,040,000
P-4040000	Corporate Partnerships	6,630	71,128	133,255	(62,127)	-47%	421,746	773,000
P-4070000	Foundations & Grants	92,899	710,193	1,093,462	(383,269)	-35%	1,752,908	3,480,000
4140-90	Grant Revenue - Gov.	-	-	150,000	(150,000)	-100%	14,580	25,000
	Total Corporate & Foundations	109,969	963,861	1,611,678	(647,817)	-40%	2,775,479	5,318,000
P-4021600	Monthly Miracle Makers	51,745	286,105	283,247	2,858	1%	160,657	550,820
P-4021700	Website/Online Donations	111,237	481,314	321,552	159,762	50%	379,262	1,300,320
P-4030000	Tributes	5,666	71,677	61,346	10,331	17%	36,449	125,000
P-4023100	Direct Mail Campaigns	31,283	171,192	166,070	5,122	3%	149,625	513,100
P-4023200	Regional Appeals	14,409	58,596	72,501	(13,905)	-19%	73,563	252,200
P-4023500	National Newsletter	3,005	61,564	47,478	14,086	30%	55,297	189,650
P-4023900	Unsolicited Gifts	18,501	142,058	157,888	(15,830)	-10%	95,564	327,600
P-4090000	Misc. Campaign Income	41	1,177	1,349	(172)	-13%	8,432	23,406
	Total Direct Marketing	235,887	1,273,683	1,111,431	162,252	15%	958,849	3,282,096
P-4024100	United Way Payments	1,895	17,870	19,080	(1,210)	-6%	27,758	47,600
P-4024500	CFC/ICA Payments	1,291	6,645	36,159	(29,514)	-82%	47,007	80,600
P-4024900	Workplace Gifts	5,762	114,191	107,997	6,194	6%	113,368	194,360
P-4025000	Lions Clubs	50	20,887	47,109	(26,222)	-56%	70,314	120,560
P-4025100	GFWC	3,872	38,124	57,991	(19,867)	-34%	41,531	71,200
P-4025900	Other Clubs & Orgs.	908	24,839	55,201	(30,362)	-55%	74,469	127,680
P-4260000	Outside Sponsored Events	453	51,210	46,930	4,280	9%	160,817	275,700
	Total Other Organizations	14,231	273,766	370,467	(96,701)	-26%	535,264	917,700
P-5302100	TEAM Volunteer Fees	6,605	6,605	20,075	(13,470)	-67%	33,750	33,750
4200	Release Dog & Program Fees	5,500	74,804	209,967	(135,163)	-64%	75,830	130,000
P-4120000	Baylor S&WH Partnership	74,584	1,005,821	525,000	480,821	92%	522,081	895,000
4230	Revenue - Sales	1,419	28,396	44,157	(15,761)	-36%	68,827	118,000
4399	Revenue - Other	5,207	203,143	25,986	177,157	682%	8,750	15,000
4310-20	Dividend and Interest	33,605	233,323	487,021	(253,698)	-52%	443,240	759,851
	Total Other Revenue	126,920	1,552,092	1,312,206	239,886	18%	1,152,478	1,951,601
	Operating Revenue Before Bequests	\$ 890,772	\$ 6,581,555	\$ 8,042,461	\$ (1,460,906)	-18%	\$ 9,483,592	\$ 22,600,000
	Total Bequests and Legacies	1,225,059	5,186,593	9,339,224	(4,152,631)	-44%	4,958,331	8,500,000
	Total Operating Revenue	\$ 2,115,831	\$ 11,768,148	\$ 17,381,685	\$ (5,613,537)	-32%	\$ 14,441,923	\$ 31,100,000
Various	Capital Contributions	21,505	1,864,410	585,117	1,279,293	219%	583,334	2,000,000
4410-20	Investment Gains (Losses), Net	1,025,608	(692,781)	2,489,280	(3,182,061)	n.m.	904,165	1,550,000
4430	Fixed Assets Gains (Losses)	6	6	6,000	(5,994)	-100%	-	-
	Total Non-Operating Revenue	1,047,119	1,171,635	3,080,397	(1,908,762)	-62%	1,487,499	3,550,000

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		Actual	Actual	Actual	\$	%	YTD	Annual
Operating Expenditures								
-	Salary and Wages	1,301,863	9,252,247	8,597,627	654,620	8%	9,685,401	16,603,545
-	PR Benefits	205,688	1,853,856	1,804,261	49,595	3%	1,996,782	3,423,055
5128	PR Taxes	96,689	699,327	683,613	15,714	2%	755,235	1,294,689
5120-90	Total Personnel	1,604,239	11,805,430	11,085,502	719,929	6%	12,437,419	21,321,289
5501-5930	Rent & Occupancy	21,106	177,535	250,290	(72,755)	-29%	179,897	308,395
5502	Utilities	43,682	282,836	324,773	(41,937)	-13%	315,175	540,300
5504	Insurance	19,413	142,285	176,137	(33,852)	-19%	161,295	276,505
5503	Facility Services	34,035	220,067	165,232	54,835	33%	164,873	282,640
5520	Facility Repairs	12,456	82,383	307,048	(224,665)	-73%	210,583	361,000
5530	Furniture & Fixtures	-	17,405	22,185	(4,780)	-22%	20,417	35,000
5930	Property Taxes	-	12,455	(3,594)	16,049	n.m.	15,947	27,337
	Total Occupancy	130,692	934,966	1,242,071	(307,104)	-25%	1,068,187	1,831,177
5205	Professional Fees - Program	59,389	547,441	640,275	(92,834)	-14%	740,308	1,269,100
5210	Professional Fees - Consulting	37,344	416,434	436,010	(19,576)	-4%	496,360	850,903
5220	Professional Fees - Software	102,521	470,923	162,671	308,252	189%	259,762	445,306
5215	Professional Fees - Legal	21,623	35,996	81,866	(19,892)	-24%	39,083	67,000
	Total Professional Fees	220,878	1,470,794	1,320,822	149,972	11%	1,535,513	2,632,309
5303	Program Supplies - Dog Food	9,872	115,033	95,926	19,106	20%	114,333	196,000
5305	Program Supplies - Other	39,458	451,477	528,049	(76,573)	-15%	461,197	790,624
5300	Other Supplies	3,699	97,169	145,486	(48,317)	-33%	137,433	235,600
5330	Postage & Shipping	7,441	78,443	127,174	(48,731)	-38%	206,150	353,400
5335	Dog Shipping	635	67,617	112,719	(45,102)	-40%	135,042	231,500
	Total Supplies & Shipping	61,106	809,739	1,009,355	(199,616)	-20%	1,054,156	1,807,124
5310	Telecommunication	61,254	281,758	415,375	(133,617)	-32%	271,091	464,727
5315	Equipment Purchase < \$5,000	1,330	66,440	128,484	(62,044)	-48%	147,782	253,341
5320	Equipment Rental	8,930	75,437	69,008	6,429	9%	69,178	118,590
	Total Telecom. & Equipment	71,514	423,635	612,866	(189,232)	-31%	488,050	836,657
5601-04	Travel Expenses	3,425	70,851	331,809	(260,958)	-79%	358,818	615,117
5605	Conference Fees	(700)	3,946	81,990	(78,043)	-95%	22,604	38,750
5610	Meeting Expenses	49	23,753	112,394	(88,641)	-79%	57,155	97,980
5700	Professional Development	1,850	27,566	16,824	10,742	64%	30,807	52,811
5710	Org. Membership	200	14,322	9,676	4,646	48%	8,225	14,100
5713	Permit & Regulatory Fees	5,816	25,077	21,504	3,573	17%	21,583	37,000
5800	Special Events	2,355	32,186	192,478	(160,291)	-83%	210,672	361,153
5820	Volunteer Appreciation	68	3,128	13,657	(10,529)	-77%	26,833	46,000
	Total Travel & Meeting	13,064	200,831	780,332	(579,501)	-74%	736,698	1,262,911
5010	Advertising & Promotion	1,000	18,655	24,049	(5,394)	-22%	100,939	173,038
5350	Printing and Production	61,564	233,246	222,982	10,264	5%	310,479	532,250
5400	Merchant & Bank Fees	11,426	72,407	178,491	(106,084)	-59%	136,001	233,145
5430	Due & Subscriptions	4,249	53,518	65,471	(11,953)	-18%	53,958	92,500
4235	Gift Shop & Other COGS	3,352	31,866	80,065	(48,199)	-60%	70,000	120,000
5930	Miscellaneous Expenses	1,674	1,668	(6,272)	7,940	-127%	4,433	7,600
	Total Other Expenditures	83,265	411,361	564,786	(153,425)	-27%	675,811	1,158,533
	Total Operating Expenditures	\$ 2,184,758	\$ 16,056,756	\$ 16,615,733	\$ (56,684)	0%	\$ 17,995,834	\$ 30,850,000
	Non-Operating Expenditures							
	Depreciation	128,791	901,540	914,760	(13,220)	-1%	1,050,000	1,800,000
	Change in Net Assets	\$ 849,400	\$ (4,018,513)	\$ 2,931,589			\$ (3,116,412)	\$ 2,000,000

Canine Companions for Independence
Financial Report - REGIONAL BUDGET SUMMARY
Year-to-date "YTD" July 31, 2020
Dollars in thousands

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Account Category Description	CONSOLIDATED			NATIONAL 1100			NORTH CENTRAL 1200			NORTHEAST 1300			NORTHWEST 1400		
	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.
Operating Revenue															
Total Fundraising Events	\$ 912	\$ 1,989	-54%	\$ (30)	\$ (61)	n.m.	\$ 69	\$ 21	232%	\$ 86	\$ 332	-74%	\$ 166	\$ 491	-66%
Total Solicited Individuals	1,606	2,072	-23%	186	491	-62%	242	152	60%	408	239	71%	448	191	134%
Total Corporate & Foundations	964	2,775	-65%	50	437	-89%	122	411	-70%	143	246	-42%	232	498	-53%
Total Direct Marketing	1,274	959	33%	112	56	101%	171	143	20%	178	176	1%	336	245	37%
Total Other Organizations	274	535	-49%	18	39	-55%	53	115	-54%	40	107	-62%	58	117	-50%
Total Other Revenue	1,552	1,152	35%	1,369	896	53%	21	18	14%	66	16	322%	27	29	-9%
Operating Revenue Before Bequest	\$ 6,582	\$ 9,484	-31%	\$ 1,705	\$ 1,858	-8%	\$ 678	\$ 860	-21%	\$ 921	\$ 1,116	-17%	\$ 1,266	\$ 1,571	-19%
Total Bequests and Legacies	5,187	4,958	5%	2,997	4,958	-40%	-	-	n.m.	-	-	n.m.	880	-	n.m.
Total Operating Revenue	\$ 11,768	\$ 14,442	-19%	\$ 4,703	\$ 6,816	-31%	\$ 678	\$ 860	-21%	\$ 921	\$ 1,116	-17%	\$ 2,146	\$ 1,571	37%
Operating Expenditures															
Total Personnel	11,805	12,437	-5%	4,285	4,600	-7%	1,148	1,178	-3%	1,301	1,417	-8%	1,590	1,647	-3%
Total Occupancy	935	1,068	-12%	367	341	8%	32	50	-36%	175	180	-3%	172	183	-6%
Total Professional Fees	1,471	1,536	-4%	914	853	7%	66	111	-41%	64	71	-11%	136	158	-14%
Total Supplies & Shipping	810	1,054	-23%	275	379	-28%	59	95	-38%	90	91	-1%	139	151	-8%
Total Telecom. & Equipment	424	488	-13%	129	123	5%	43	63	-31%	56	56	1%	53	90	-41%
Total Travel & Meeting	201	737	-73%	101	364	-72%	19	48	-61%	14	108	-87%	17	41	-60%
Total Other Expenditures	411	676	-39%	325	493	-34%	12	22	-45%	14	24	-40%	19	50	-62%
Total Operating Expenditures	\$ 16,057	\$ 17,996	-11%	\$ 6,397	\$ 7,154	-11%	\$ 1,379	\$ 1,566	-12%	\$ 1,714	\$ 1,946	-12%	\$ 2,126	\$ 2,320	-8%
Total Operating Revenue, Net	\$ (4,289)	\$ (3,554)	n.m.	\$ (1,694)	\$ (338)	n.m.	\$ (701)	\$ (707)	n.m.	\$ (793)	\$ (830)	n.m.	\$ 20	\$ (749)	n.m.

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	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.	YTD Actual	YTD Budget	% Var.
Operating Revenue												
Total Fundraising Events	\$ 912	\$ 1,989	-54%	\$ 226	\$ 588	-62%	\$ 268	\$ 445	-40%	\$ 132	\$ 195	-32%
Total Solicited Individuals	1,606	2,072	-23%	137	211	-35%	505	732	-31%	89	49	83%
Total Corporate & Foundations	964	2,775	-65%	139	429	-68%	199	586	-66%	79	192	-59%
Total Direct Marketing	1,274	959	33%	150	125	21%	257	178	45%	64	41	56%
Total Other Organizations	274	535	-49%	27	63	-57%	66	76	-14%	11	8	40%
Total Other Revenue	1,552	1,152	35%	147	137	7%	29	45	-35%	9	9	4%
Operating Revenue Before Bequest	\$ 6,582	\$ 9,484	-31%	\$ 827	\$ 1,553	-47%	\$ 1,323	\$ 2,062	-36%	\$ 384	\$ 494	-22%
Total Bequests and Legacies	5,187	4,958	5%	-	-	n.m.	1,309	-	n.m.	-	-	n.m.
Total Operating Revenue	\$ 11,768	\$ 14,442	-19%	\$ 827	\$ 1,553	-47%	\$ 2,633	\$ 2,062	28%	\$ 384	\$ 494	-22%
Operating Expenditures												
Total Personnel	11,805	12,437	-5%	1,178	1,247	-6%	1,402	1,450	-3%	901	899	0%
Total Occupancy	935	1,068	-12%	107	139	-23%	84	153	-45%	8	22	-65%
Total Professional Fees	1,471	1,536	-4%	100	116	-13%	144	163	-12%	46	64	-28%
Total Supplies & Shipping	810	1,054	-23%	88	109	-19%	92	150	-39%	66	79	-16%
Total Telecom. & Equipment	424	488	-13%	44	41	6%	48	57	-16%	50	58	-14%
Total Travel & Meeting	201	737	-73%	21	68	-69%	17	64	-73%	13	45	-72%
Total Other Expenditures	411	676	-39%	12	30	-61%	17	41	-58%	6	16	-64%
Total Operating Expenditures	\$ 16,057	\$ 17,996	-11%	\$ 1,549	\$ 1,750	-11%	\$ 1,804	\$ 2,077	-13%	\$ 1,090	\$ 1,182	-8%
Total Operating Revenue, Net	\$ (4,289)	\$ (3,554)	n.m.	\$ (723)	\$ (197)	n.m.	\$ 828	\$ (15)	n.m.	\$ (705)	\$ (688)	n.m.