



MEMORANDUM

TO: BOARD OF DIRECTORS

FROM: ROSEMARIE & DONNA

DATE: MARCH 17, 2015

RE: 2014 YEAR END FINANCIAL STATEMENTS

Attached are the draft year-end financial statements for Community Catalyst. Our audit fieldwork begins on Monday, April 13th. Alfonso Perillo from Edelstein and Co. will present the audit results at the June Board meeting.

Here are some highlights of the year:

- The financial statements show a year end surplus of \$230,699, close to the board approved budget surplus of \$267,122.
- We made a significant investment in the Hospital Accountability Project this year, necessary due to delays in funding renewals.
- Our significant growth continued in 2014, we raised \$3.5 ml more in revenue than anticipated. The majority of this revenue increase is reflected in our State Advocacy program. There were also significant increases in revenue for NEACH and the Dental Project.
- Through the ACA Fund and other projects we made \$7.4 ml in subgrant dollars available to our colleagues across the country, the largest amount we have ever re-granted.
- Our unrestricted net assets are \$2,089,201 at the end of 2014. This figure represents about 2.7 months of FY 15 operating expenses. Our cash and pledge position is very strong, ending the year with \$3 ml in cash and another \$9 ml in pledges receivable.

We look forward to discussing these with you further on Friday. Please don't hesitate to contact us if you have any questions in the meantime.

Community Catalyst, Inc.
Statement of Financial Position
December 31, 2014

(with a comparison to December 31, 2013)

| | December 31, 2014 | December 31, 2013 | Increase/Decrease |
|---|-----------------------------|-----------------------------|------------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Cash - Operating | \$ 221,786 | \$ 500,018 | (278,232) |
| Cash - Money Market | <u>2,759,652</u> | <u>4,524,187</u> | <u>(1,764,535)</u> |
| Total Cash and Cash Equivalents | <u>2,981,438</u> | <u>5,024,205</u> | <u>(2,042,767)</u> |
| Other Current Assets | | | |
| Accounts Receivable | 945,310 | 581,419 | 363,891 |
| Pledge Receivable S/T | 8,367,990 | 8,978,180 | (610,190) |
| Other Receivables | 557 | 202 | 355 |
| Prepaid Expense | <u>240,671</u> | <u>250,403</u> | <u>(9,732)</u> |
| Total Other Current Assets | <u>9,554,528</u> | <u>9,810,204</u> | <u>(255,676)</u> |
| Other Assets | | | |
| Security Deposits | 4,341 | 2,259 | 2,082 |
| Deferred Rent | 0 | 112,275 | (112,275) |
| Pledge Receivable L/T | <u>981,401</u> | <u>1,932,029</u> | <u>(950,628)</u> |
| Total Other Assets | <u>985,742</u> | <u>2,046,563</u> | <u>(1,060,821)</u> |
| Property and Equipment | | | |
| Furniture & Fixtures | 25,763 | 25,763 | 0 |
| Office Equipment | 89,549 | 89,549 | 0 |
| Leasehold Improvements | 478,064 | 0 | 478,064 |
| Less: Accum Depr & Amort | <u>(127,569)</u> | <u>(108,741)</u> | <u>(18,828)</u> |
| Total Property and Equipment | <u>465,807</u> | <u>6,571</u> | <u>459,236</u> |
| Total Assets | <u>\$ 13,987,515</u> | <u>\$ 16,887,543</u> | <u>(\$ 2,900,028)</u> |
| LIABILITIES AND NET ASSETS | | | |
| Current Liabilities | | | |
| Accounts Payable | \$ 378,911 | \$ 940,332 | (561,421) |
| Accrued Expense | 277,635 | 158,375 | 119,260 |
| Deferred Contract Revenue | <u>2,667</u> | <u>0</u> | <u>2,667</u> |
| Total Current Liabilities | <u>659,213</u> | <u>1,098,707</u> | <u>(439,494)</u> |
| Long-Term Liabilities | | | |
| LT Portion of Lease Payable | <u>0</u> | <u>95,522</u> | <u>(95,522)</u> |
| Total Long-Term Liabilities | <u>0</u> | <u>95,522</u> | <u>(95,522)</u> |
| Total Liabilities | <u>\$ 659,213</u> | <u>\$ 1,194,229</u> | <u>(\$ 535,016)</u> |
| Net Assets | | | |
| Unrestricted Net Assets | \$ 1,858,500 | \$ 1,388,735 | 469,765 |
| Temporarily Restricted Assets | 11,239,101 | 13,834,818 | (2,595,717) |
| YTD Change in Net Assets | <u>230,701</u> | <u>469,761</u> | <u>(239,060)</u> |
| Total Net Assets | <u>13,328,302</u> | <u>15,693,314</u> | <u>(2,365,012)</u> |
| Total Liabilities & Net Assets | <u>\$ 13,987,515</u> | <u>\$ 16,887,543</u> | <u>(\$ 2,900,028)</u> |

Community Catalyst, Inc.
Net Statement of Activities
As of December 31, 2014

| | <u>Actual Year End</u> | <u>Annual Budget</u> | <u>Variance</u> |
|--------------------------------------|------------------------|----------------------|--------------------|
| Revenues | | | |
| Unrestricted Grants | 0 | 0 | 0 |
| Grants Released Prior Yr | 9,669,842 | 7,361,862 | (2,307,980) |
| Grants Released Current Yr | 5,596,686 | 4,484,530 | (1,112,156) |
| Contracts | 955,086 | 730,443 | (224,643) |
| Donations | 256,248 | 223,000 | (33,248) |
| Fees | 120,409 | 112,723 | (7,686) |
| Subtenant Rent & Fees | 210,430 | 343,235 | 132,805 |
| Investment Income | 6,419 | 4,300 | (2,119) |
| Total Revenues | 16,815,120 | 13,260,093 | (3,555,027) |
| Expenses | | | |
| Personnel | | | |
| Salaries & Wages | 4,539,521 | 4,390,181 | (149,340) |
| Payroll Taxes | 360,712 | 354,667 | (6,045) |
| Benefits | 648,534 | 695,525 | 46,991 |
| Total Personnel | 5,548,767 | 5,440,373 | (108,394) |
| Contract/Consulting | | | |
| Program Consulting | 1,149,948 | 1,356,944 | 206,996 |
| Accounting/Legal/Tech | 198,372 | 175,220 | (23,152) |
| Temporary Services | 64,517 | 60,000 | (4,517) |
| Contracted Staffing | 31,664 | 29,522 | (2,142) |
| Subgrants | 7,462,607 | 3,683,917 | (3,778,690) |
| Total Contract/Consulting | 8,907,108 | 5,305,603 | (3,601,505) |
| Office & Program Expenses | | | |
| Meetings & Events | 451,455 | 461,518 | 10,063 |
| Travel | 549,279 | 539,263 | (10,016) |
| Telecommunications | 74,558 | 106,936 | 32,378 |
| Occupancy | 653,827 | 811,690 | 157,863 |
| Printing & Mailing | 42,976 | 39,428 | (3,548) |
| Supplies & Misc | 46,851 | 44,672 | (2,179) |
| Staff Development | 43,316 | 51,179 | 7,863 |
| Advertising | 2,542 | 800 | (1,742) |
| Dues & Subscriptions | 34,247 | 30,700 | (3,547) |
| Fees | 24,613 | 20,550 | (4,063) |
| Insurance/Other | 25,589 | 14,896 | (10,693) |
| Equipment Related | 90,790 | 37,800 | (52,990) |
| Depreciation | 18,828 | 16,570 | (2,258) |
| Admin Fee | 69,675 | 70,993 | 1,318 |
| Net Allocations | 0 | 0 | 0 |
| Total Other Expenses | 2,128,546 | 2,246,995 | 118,449 |
| Total Expenses | 16,584,421 | 12,992,971 | (3,591,450) |
| Net Income | 230,699 | 267,122 | 36,423 |

**COMMUNITY CATALYST
PROGRAM REVENUE/EXPENSES COMPARISON
Approved to Actual FY2014**

| | Revenue | Expenses | Surplus/Deficit | % Growth of Expenses | % Growth of Revenue |
|---|-------------------|-------------------|------------------------|-----------------------------|----------------------------|
| Community Catalyst FY14 approved | 13,260,093 | 12,992,971 | 267,122 | | |
| Community Catalyst FY14 actual | 16,815,120 | 16,584,421 | 230,699 | 28% | 27% |
| 1000 VBH FY14 approved | 2,073,123 | 2,059,122 | 14,001 | | |
| 1000 VBH FY14 actual | 1,972,620 | 1,942,704 | 29,916 | -6% | -5% |
| 3000 R2H FY14 approved | 870,020 | 925,755 | -55,735 | | |
| 3000 R2H FY14 actual | 724,806 | 763,520 | -38,714 | -18% | -17% |
| 3100 NEACH FY14 approved | 231,833 | 255,757 | -23,924 | | |
| 3100 NEACH FY14 actual | 592,472 | 594,695 | -2,223 | 133% | 156% |
| 3500/4000 RXP FY14 approved | 312,156 | 301,833 | 10,324 | | |
| 3500/4000 RXP FY14 actual | 358,284 | 389,834 | -31,550 | 29% | 15% |
| 4500 External Affairs FY14 actual | 715,554 | 763,951 | -48,397 | | |
| 4500 External Affairs FY14 approved | 668,904 | 645,581 | 23,323 | -15% | -7% |
| 4900 Substance Use FY14 actual | 1,109,906 | 1,099,448 | 10,458 | | |
| 5000/5100 State Advocacy FY14 approved | 6,253,140 | 5,930,299 | 322,840 | | |
| 5000/5100 State Advocacy FY14 actual | 8,829,145 | 8,528,171 | 300,974 | 44% | 41% |
| 5200 Dental FY14 approved | 781,591 | 725,316 | 56,275 | | |
| 5200 Dental FY14 actual | 933,212 | 826,670 | 106,542 | 14% | 19% |
| 6000 HAP FY14 approved | 385,000 | 406,638 | -21,638 | | |
| 6000 HAP FY14 actual | 172,848 | 350,035 | -177,187 | -14% | -55% |