

Common Threads

P&L - Actual V. Budget

September 30, 2020

	<u>9/1/2020 - 9/30/2020</u>			<u>Total</u>		
	<u>Actual</u>	<u>Budget - 2020 Budget</u>	<u>Variance - 2020 Budget</u>	<u>Actual</u>	<u>Budget - 2020 Budget</u>	<u>Variance - 2020 Budget</u>
Operating Revenue						
Individual Donor & Stewardship	3,400.21	5,000.00	(1,599.79)	58,947.47	48,000.00	10,947.47
Corporate Grants	703,004.00	515,550.00	187,454.00	900,749.78	803,950.00	96,799.78
Foundation & Trust Grants	37,000.00	54,425.00	(17,425.00)	396,127.38	537,625.00	(141,497.62)
Board	(895.00)	5,836.00	(6,731.00)	28,795.00	52,500.00	(23,705.00)
In-Kind Donations	340.00	375,000.00	(374,660.00)	52,260.00	375,000.00	(322,740.00)
Special Event Revenue	(1,400.00)	0.00	(1,400.00)	68,834.23	191,500.00	(122,665.77)
Program Service Fees	5,345.06	35,836.00	(30,490.94)	75,457.92	292,500.00	(217,042.08)
Government Funding	102,856.78	194,552.00	(91,695.22)	1,289,094.89	1,750,976.00	(461,881.11)
Investment Income	3.55	50.00	(46.45)	214.81	450.00	(235.19)
Other Income	0.00	0.00	0.00	2,237.54	0.00	2,237.54
Total Operating Revenue	<u>849,654.60</u>	<u>1,186,249.00</u>	<u>(336,594.40)</u>	<u>2,872,719.02</u>	<u>4,052,501.00</u>	<u>(1,179,781.98)</u>
Total Revenue	<u>849,654.60</u>	<u>1,186,249.00</u>	<u>(336,594.40)</u>	<u>2,872,719.02</u>	<u>4,052,501.00</u>	<u>(1,179,781.98)</u>
Expenditures						
Salaries & Wages	243,525.18	216,515.00	(27,010.18)	1,771,834.42	2,053,522.00	281,687.58
Employee Benefits & Payroll Tax	39,992.72	29,363.00	(10,629.72)	282,843.86	273,714.00	(9,129.86)
Advertising	898.04	1,950.00	1,051.96	40,787.69	17,550.00	(23,237.69)
Depreciation	593.19	708.00	114.81	8,562.01	6,375.00	(2,187.01)
Insurance	3,830.10	2,200.00	(1,630.10)	22,841.30	19,800.00	(3,041.30)
Occupancy	13,613.28	21,740.00	8,126.72	192,311.11	196,227.00	3,915.89
Professional Fees	21,746.48	20,337.00	(1,409.48)	219,586.59	222,090.00	2,503.41
Program Costs	(5,611.12)	46,705.00	52,316.12	260,221.66	420,345.00	160,123.34
Evaluation Fees	10.00	5,000.00	4,990.00	14,417.52	45,000.00	30,582.48
Travel & Transportation	435.25	8,767.00	8,331.75	20,831.56	78,935.00	58,103.44
Fundraising	(28,477.50)	0.00	28,477.50	28,842.76	99,500.00	70,657.24
Staff Expense	2,114.51	3,170.00	1,055.49	19,897.60	55,530.00	35,632.40
Miscellaneous Other	18,920.23	1,000.00	(17,920.23)	34,391.14	9,000.00	(25,391.14)
In-Kind Expense	<u>340.00</u>	<u>375,000.00</u>	<u>374,660.00</u>	<u>52,260.00</u>	<u>375,000.00</u>	<u>322,740.00</u>
Total Expenditures	<u>311,930.36</u>	<u>732,455.00</u>	<u>420,524.64</u>	<u>2,969,629.22</u>	<u>3,872,588.00</u>	<u>902,958.78</u>
Net Revenue Over Expenditures	<u>537,724.24</u>	<u>453,794.00</u>	<u>83,930.24</u>	<u>(96,910.20)</u>	<u>179,913.00</u>	<u>(276,823.20)</u>

Common Threads

P&L - By City

September 30, 2020

	Chicago	Miami	DC	LA	NYC	Texas	Pittsburgh	Allocate Nationally	Total
Operating Revenue									
Individual Donor & Stewardship	6,270.32	1,287.78	1,562.00	52.00	680.00	0.00	716.00	48,379.37	58,947.47
Corporate Grants	80,329.74	80,054.33	50,000.00	16,500.00	0.00	0.00	62,500.00	611,365.71	900,749.78
Foundation & Trust Grants	136,000.00	100,000.00	30,000.00	40,000.00	0.00	28,079.00	60,000.00	2,048.38	396,127.38
Board	1,000.00	90.00	0.00	75.00	0.00	0.00	0.00	27,630.00	28,795.00
In-Kind Donations	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00	49,760.00	52,260.00
Special Event Revenue	54,262.33	0.00	9,571.90	5,000.00	0.00	0.00	0.00	0.00	68,834.23
Program Service Fees	24,146.97	3,288.43	159.00	10,375.00	28,333.38	1,000.00	6,787.64	1,367.50	75,457.92
Government Funding	2,308.21	95,608.54	0.00	0.00	293,458.80	436,109.89	44,674.06	416,935.39	1,289,094.89
Investment Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	214.81	214.81
Other Income	15.00	0.00	0.00	0.00	0.00	0.00	0.00	2,222.54	2,237.54
Total Operating Revenue	<u>304,332.57</u>	<u>280,329.08</u>	<u>91,292.90</u>	<u>72,002.00</u>	<u>322,472.18</u>	<u>467,688.89</u>	<u>174,677.70</u>	<u>1,159,923.70</u>	<u>2,872,719.02</u>
Total Revenue	<u>304,332.57</u>	<u>280,329.08</u>	<u>91,292.90</u>	<u>72,002.00</u>	<u>322,472.18</u>	<u>467,688.89</u>	<u>174,677.70</u>	<u>1,159,923.70</u>	<u>2,872,719.02</u>
Expenditures									
Salaries & Wages	114,619.55	166,700.99	46,481.11	48,859.26	258,160.33	313,857.20	76,430.38	746,725.60	1,771,834.42
Employee Benefits & Payroll Tax	17,406.21	28,811.02	9,707.58	7,984.08	41,524.76	47,758.90	12,286.43	117,364.88	282,843.86
Advertising	1,971.39	42.79	0.00	45.58	0.00	0.00	0.00	38,727.93	40,787.69
Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,562.01	8,562.01
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22,841.30	22,841.30
Occupancy	35,476.99	20,190.43	1,508.42	873.42	14,667.43	44,938.92	327.23	74,328.27	192,311.11
Professional Fees	44,370.73	4,474.80	1,396.61	6,776.20	27,515.43	11,293.78	7,450.21	116,308.83	219,586.59
Program Costs	36,312.27	51,159.50	4,002.30	28,618.74	68,162.86	27,056.62	3,526.76	41,382.61	260,221.66
Evaluation Fees	0.00	15.50	0.00	67.03	0.00	83.99	0.00	14,251.00	14,417.52
Travel & Transportation	2,332.38	1,789.23	2,117.64	3,437.76	2,140.33	360.55	172.50	8,481.17	20,831.56
Fundraising	14,430.63	0.00	8,003.77	125.10	0.00	0.00	0.00	6,283.26	28,842.76
Staff Expense	542.06	811.75	982.08	557.74	1,466.44	2,618.17	431.91	12,487.45	19,897.60
Miscellaneous Other	15,282.07	527.48	476.17	234.57	2,556.31	1,783.25	1,992.47	11,538.82	34,391.14
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00	49,760.00	52,260.00
Total Expenditures	<u>282,744.28</u>	<u>274,523.49</u>	<u>74,675.68</u>	<u>97,579.48</u>	<u>416,193.89</u>	<u>452,251.38</u>	<u>102,617.89</u>	<u>1,269,043.13</u>	<u>2,969,629.22</u>
Net Revenue Over Expenditures	<u>21,588.29</u>	<u>5,805.59</u>	<u>16,617.22</u>	<u>(25,577.48)</u>	<u>(93,721.71)</u>	<u>15,437.51</u>	<u>72,059.81</u>	<u>(109,119.43)</u>	<u>(96,910.20)</u>

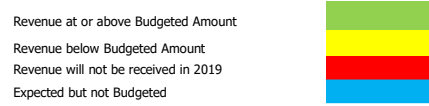
Common Threads

Cash Balance Snapshot & Revenue Projection

September 30, 2020

	January	February	March	April	May	June	July	August	September
Total Cash In	173,177	180,806	49,089	662,301	669,790	70,282	261,894	175,424	315,699
Total Cash Out	181,282	329,364	397,343	606,275	353,374	385,052	325,296	333,686	456,163
Change in Cash Balance	(8,105)	(148,559)	(348,254)	56,026	316,416	(314,770)	(63,402)	(158,262)	(140,464)
Chase Operating Bank Balance	175,575	427,017	78,675	484,701	578,733	558,281	423,978	242,958	302,540
City National Bank	-	-	-	-	319,536	25,208	96,109	118,867	118,817
Wells Fargo CI Bank Balance	13,485	13,485	13,485	13,485	13,485	13,485	13,485	13,485	13,485
Wells Fargo CD (to secure LOC)	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Chase Savings Bank Balance	1,102,041	702,094	702,131	352,143	352,154	352,166	352,171	352,177	152,181
Total Available Cash (per statements)	1,391,101	1,242,596	894,291	950,329	1,363,908	1,049,139	985,743	827,487	687,023
Less: Outstanding Checks	64,485	42,907	65,388	74,772	86,555	87,660	87,593	86,555	52,539
Available After Outstanding Checks	1,496,706	1,326,616	1,199,689	828,903	875,557	961,479	898,149	740,932	634,485
2020 Forecasted Cash									

Months of Cash Remaining with Burn Rate: 4.02, 3.64, 2.51, 2.65, 3.87, 2.91, 2.72, 2.25, 1.92



<i>GL CITY</i>	<i>NAME</i>	<i>BUDGETED</i>	January	February	March	April	May	June	July	August	September	EXPECTED
4101 NAT	Walmart Foundation	\$ 500,000									\$ 600,000	\$ 600,000
4101 NAT	Quaker	\$ 120,000										\$ -
4101 NAT	Badia Spices	\$ -		\$ 20,000								\$ 20,000
4101 PGH	Giant Eagle	\$ 50,000				\$ 50,000						\$ 50,000
4101 NAT	Barilla	\$ 25,000				\$ 10,000						\$ 10,000
4101 CHI	PepsiCo Chicago	\$ 20,000						\$ 20,000				\$ 20,000
4101 CHI	Euromonitor	\$ 10,000										\$ -
4101 CHI	United Health	\$ 5,000										\$ -
4101 LA	Kaiser Permanente - LA	\$ 3,300										\$ -
4101 CHI	BCBS IL	\$ 3,300				\$ 2,000				\$ 7,500		\$ 9,500
4101 MIA	Florida Beverage Association	\$ 1,500		\$ -								\$ -
4101 LA	Smart & Final	\$ 330										\$ -
4101 PGH & MIA	Starkist	\$ -		\$ 25,000								\$ 25,000
4101 CHI	Jackson National	\$ -								\$ 3,204		\$ 3,204
4101 CHI	Chopping Block	\$ -								\$ 1,420		\$ 1,420
4101 CHI	Northwestern Univ	\$ -				\$ 5,000				\$ 1,200		\$ 6,200
4101 NAT	Nielson Massey	\$ -				\$ 20,000						\$ 20,000
4101	Mariano's	\$ -				\$ 25,000						\$ 25,000
4101 NAT	Wells Fargo	\$ -					\$ 3,000					\$ 3,000
4101 LA	Griffith Foods	\$ -						\$ 5,000			\$ 10,000	\$ 15,000
4101 MIA	Wild Fork	\$ -								\$ 43,000		\$ 43,000
4101 DC	Giant Foods	\$ -								\$ 50,000		\$ 50,000
4100/4101	PIPELINE/Targeted/Various	\$ 45,585	\$ 10,663	\$ 3,854	\$ 3,365	\$ 10,858	\$ 10,816	\$ 9,864	\$ 7,855	\$ 8,386	\$ 3,400	\$ 69,062

Common Threads

Balance Sheet

September 30, 2020

	Current Month	Prior Month	Variance
Assets			
Current Assets			
Cash & Cash Equivalents			
City National	118,817.06	118,867.06	(50.00)
Wells Fargo-CI	13,484.58	13,484.58	0.00
Wells Fargo CD Collateral LOC	100,000.00	100,000.00	0.00
Chase checking*	250,023.60	156,425.50	93,598.10
Chase Savings *	<u>152,181.13</u>	<u>352,177.58</u>	<u>(199,996.45)</u>
Total Cash & Cash Equivalents	634,506.37	740,954.72	(106,448.35)
Accounts Receivable			
Accounts Receiv	393,362.08	273,788.94	119,573.14
Donors	<u>809,585.68</u>	<u>129,334.12</u>	<u>680,251.56</u>
Total Accounts Receivable	1,202,947.76	403,123.06	799,824.70
Inventories			
Inventories	660.00	660.00	0.00
Prepaid Expenses			
Prepaid Expenses	<u>54,568.86</u>	<u>48,514.92</u>	<u>6,053.94</u>
Total Current Assets	1,892,682.99	1,193,252.70	699,430.29
Long-term Assets			
Property & Equipment			
Leasehold impro	17,151.68	17,151.68	0.00
Furniture, fixt	108,348.66	108,348.66	0.00
Software	166,129.06	166,129.06	0.00
Other	<u>(289,207.18)</u>	<u>(288,613.99)</u>	<u>(593.19)</u>
Total Property & Equipment	2,422.22	3,015.41	(593.19)
Total Long-term Assets	2,422.22	3,015.41	(593.19)
Total Assets	<u>1,895,105.21</u>	<u>1,196,268.11</u>	<u>698,837.10</u>
Liabilities			
Short-term Liabilities			
Accounts Payable	7,134.34	4,021.13	3,113.21
Credit Cards Payable	4,706.11	3,993.92	712.19
Other Short-term Debt	<u>86,842.23</u>	<u>(70,445.23)</u>	<u>157,287.46</u>
Total Short-term Liabilities	98,682.68	(62,430.18)	161,112.86
Total Liabilities	<u>98,682.68</u>	<u>(62,430.18)</u>	<u>161,112.86</u>
Net Assets			
Unrestricted(retained earnings)	2,181,824.73	2,181,824.73	0.00
Other	<u>(385,402.20)</u>	<u>(923,126.44)</u>	<u>537,724.24</u>
Total Net Assets	<u>1,796,422.53</u>	<u>1,258,698.29</u>	<u>537,724.24</u>
Total Liabilities and Net Assets	<u>1,895,105.21</u>	<u>1,196,268.11</u>	<u>698,837.10</u>

Common Threads
Aged Receivables by Due Date - Aged Receivables by GL
From 9/1/2019 Through 9/30/2019

Aging Date - 9/30/2020
1110 - Accounts Receiv

Customer Name	Invoice Number	Due Date	Current	1 - 30 Days Past Due	31 - 60 Days Past Due	61 - 90 Days Past Due	Over 90 Days Past Due	Total	
After-School All-Stars	JB-821	10/8/2020	1,700.00	0.00	0.00	0.00	0.00	1,700.00	
Baptist Health South FL	PD-703	12/20/2019	0.00	0.00	0.00	0.00	450.00	450.00	
Big Green	KM-811	9/24/2020	0.00	82.50	0.00	0.00	0.00	82.50	
Boys and Girls Club of El Paso	LF-814	9/23/2020	0.00	158.00	0.00	0.00	0.00	158.00	
Canutillo Independent School District	LF-819	10/17/2020	3,308.00	0.00	0.00	0.00	0.00	3,308.00	
Loma Verde Elementary School	LF-813	10/1/2020	1,451.26	0.00	0.00	0.00	0.00	1,451.26	
Loyola University of Chicago School	KM-711	2/21/2020	0.00	0.00	0.00	0.00	3,000.00	3,000.00	
Miami-Dade County	MD - Sept	10/30/2020	4,246.82	0.00	0.00	0.00	0.00	4,246.82	
PA SNAP-Ed	SNAP PA Q420	11/30/2020	17,204.36	0.00	0.00	0.00	0.00	17,204.36	
PS 111 Jacob Blackwell	DS-805	8/5/2020	0.00	0.00	12,500.00	0.00	0.00	12,500.00	
PS 65Q Raymond York	DS-573	3/2/2019	0.00	0.00	0.00	0.00	3,759.89	3,759.89	
PS 88 Seneca	DS-804	8/5/2020	0.00	0.00	12,500.00	0.00	0.00	12,500.00	
San Antonio College ECC	AW-812	10/1/2020	167.18	0.00	0.00	0.00	0.00	167.18	
SNAP-Ed New York - OTDA	SNAP NY Q3	10/19/2020	86,081.24	0.00	0.00	0.00	0.00	86,081.24	Paid in October
	SNAP NY Q4	11/30/2020	112,414.09	0.00	0.00	0.00	0.00	112,414.09	
SNAP-TX	SNAP TX aug	10/20/2020	37,467.93	0.00	0.00	0.00	0.00	37,467.93	Paid in October
	SNAP TX July	8/30/2020	0.00	0.00	55,664.79	0.00	0.00	55,664.79	
	TX Final 20	11/30/2020	36,456.26	0.00	0.00	0.00	0.00	36,456.26	Paid in October
United States Department of Agriculture	USDA	11/30/2020	2,308.21	0.00	0.00	0.00	0.00	2,308.21	
United Way of Southwestern PA	MS-727	4/5/2020	0.00	0.00	0.00	0.00	1,509.55	1,509.55	
Ysleta ISD 21st Century Learning	LF-820	10/17/2020	932.00	0.00	0.00	0.00	0.00	932.00	
Total 1110 - Accounts			303,737.35	240.50	80,664.79	0.00	8,719.44	393,362.08	

Aging Date - 9/30/2020
1200 - Donors

Customer Name	Invoice Number	Due Date	Current	Past Due	Past Due	Past Due	Past Due	Total	
BlueCross BlueShield Association	BCBS	10/3/2020	2,500.00	0.00	0.00	0.00	0.00	2,500.00	Paid in October
Giant Eagle Foundation	PL-722	9/24/2020	0.00	50,000.00	0.00	0.00	0.00	50,000.00	Paid in October
Giant Food	JF-817	10/15/2020	50,000.00	0.00	0.00	0.00	0.00	50,000.00	Paid in October
Sprout's Healthy Communities Foundation	SPROUT	10/24/2020	10,000.00	0.00	0.00	0.00	0.00	10,000.00	Paid in October
The Griffith Foods Foundation	GRIFFITH	10/29/2020	10,000.00	0.00	0.00	0.00	0.00	10,000.00	Paid in October
UW Miami Dade	UW Miami Dade	6/30/2021	44,085.68	0.00	0.00	0.00	0.00	44,085.68	
Walmart Foundation	WMF	10/19/2020	600,000.00	0.00	0.00	0.00	0.00	600,000.00	Paid in October
Wild Fork Foods	JF-815	10/3/2020	43,000.00	0.00	0.00	0.00	0.00	43,000.00	
Total 1200 - Donors			759,585.68	50,000.00	0.00	0.00	0.00	809,585.68	
Report Total			1,063,323.03	50,240.50	80,664.79	0.00	8,719.44	1,202,947.76	
Total 1200 - Donors			123,984.12	0.00	0.00	0.00	5,350.00	129,334.12	
Report Total			260,518.17	80,664.79	0.00	(42.84)	61,982.94	403,123.06	